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# THE Publishers' Weekly

*The American* BOOK TRADE JOURNAL

VOL. CVI.

NEW YORK, AUGUST 16, 1924

No. 7

*To Be Published*



*August 29th*

"One of the great novels of the decade."

## THE LITTLE FRENCH GIRL

By

Anne Douglas Sedgwick

HOUGHTON MIFFLIN COMPANY

ALFRED - A - KNOPF  
PUBLISHER



730 FIFTH AVENUE  
NEW YORK

Our Fall Business Has Started—Has Yours?

# *The Tattooed Countess*

by Carl Van Vechten

Three large editions were called for before publication, August 15th. This is by far Van Vechten's best and most saleable novel to date. Booksellers who read advance copies share my enthusiasm. Watch your stock and don't be afraid to order in quantity. You will sell a lot of this book.

PICTURE JACKET  
BY RALPH BARTON  
IN THREE COLORS



WATCH THE REVIEWS  
—THEN WATCH THE  
SALES

\$2.50 net

*"The most blood-quickenning tale of salt-water villainy since, The Nigger of the Narcissus," — John V. A. Weaver in The Brooklyn Eagle*

# ORDEAL by DALE COLLINS

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*William McFee in The Saturday Review of Literature*

"A study of modern sophisticated people in an environment of elemental savagery. A reminder of *The Nigger of the Narcissus*."

*From The New York Times Review*

"It has thrills enough and to spare, grim thrills of that exquisitely fair siren and gruesome old monster, the sea. A novel which would certainly seem to mark the advent of a new writer to the small company of the distinguished few of real significance."

*From the New York Tribune Review*

"Extraordinarily good, grim and powerful. As wholly satisfactory a scoundrel as we have met for ages. Neither Conrad nor Masfield could have bettered certain passages."

Picture jacket in full colors.

\$2.50 net.



## *To Remind You*

August 22nd ROSE OF THE WORLD by *Kathleen Norris* is to be published. Mrs. Norris has one of the largest followings of any author in this country and her publishers are promoting this book on a scale to attract this public. We have window and store displays and post cards for you, and plenty of advertising for your customers. (Price, net, \$2.00.)

*Doubleday, Page & Co.*

Garden City, New York.

In Canada: 25 Richmond St., W., Toronto



## *A new plan for book sales promotion*

EVERY publisher, sooner or later, comes face to face with this problem: on his list are one or more exceptionally strong titles whose merits far exceed their sales. In a season for which a dozen or more good books have been announced, any one of which might reasonably become a best seller, none of them does.

The time to get after that situation is before publication if possible. If the advance sales of your "best bets" do not come up to expectations, consider the service that an outside mind, expert in every angle of book production and promotion, can bring to the problem. A campaign of newspaper and magazine publicity for the book and its author; a new twist to your advertising; a series of unusual broadsides to the trade; the finding and exploitation of specially interested audiences; can be planned effectively to meet the situation. It may be that a single suggestion, coming fresh from outside your office but from direct contact with the book publishing and retailing trade as a whole, would be effective. Perhaps a change in the appearance of the book itself. . . . In any case, whether it is a whole list or a single book that needs promotion, the cost of the service, regularly employed, is probably smaller than you imagine.



Mr. Spier has had the satisfaction of serving during the past 14 months these organizations among others in the book field: *The American News Company, Inc.*; *D. Appleton & Co.*; *Albion & Charles Boni*; *R. R. Bowker Co.*; *Brentano's, Inc.*; *Chelsea House*; *National Association of Book Publishers*; *Simon & Schuster, Inc.*; *Street & Smith*.

F R A N K L I N S P I E R

~ Publishing & Advertising Counsel ~

45 WEST 45TH STREET



NEW YORK





## *Bookselling History Repeats Itself*

When Mary E. Waller's first novel, THE WOOD-CARVER OF 'LYMPUS, was published in 1904, it had an ordinary sale for the first few months, then suddenly it caught on like wild-fire, and twenty-eight printings have been published to date. Miss Waller's new novel, DEEP IN THE HEARTS OF MEN, shows every indication of taking the same course in popularity. Its sales proceeded normally for several weeks after publication, and have since increased to the point of nation-wide demand.

# DEEP IN THE HEARTS OF MEN

By MARY E. WALLER

Published on April 30th

2nd Printing Ordered June 18th

3rd Printing Ordered July 10th

4th Printing Ordered July 29th

5th Printing Ordered Aug. 11

*HAVE YOU  
ordered enough copies?*

Boston LITTLE, BROWN & COMPANY Publishers

¶ The sales of Dorothy Canfield's "The Home-Maker" (published May 20th) are increasing. Each of her novels has had its best sale in its second or third season. Wm. Lyon Phelps says this is "her best novel since the 'Bent Twig.'" \$2.00

¶ The sales of Llewelyn Powys' "Black Laughter" since publication (June 19th) have been over fourteen times the advance orders. It grows each week. "This wonderful book."—N. Y. World. \$2.50

¶ We've sold over 40,000 copies of Christopher Morley's "Modern Essays: First Series." "Second Series" has its readers waiting. It contains thirty new essays and Morley's own preface and characteristic biographical and critical comments. \$2.00

HARCOURT, BRACE and COMPANY  
383 Madison Ave. New York

# The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, AUGUST 16, 1924

## Some Notes on Future Book Activities

Submitted to the Consideration of the National Association of Book Publishers and the American Booksellers' Association

By B. W. Huebsch

THE recent impetus to the production and distribution of books ought to make us pause to consider ways of improving our procedure. We are aware of many lost motions and many sources of waste, but we are without a general plan for fundamental betterment. It is not rash to predict that the book business as a whole must soon be surveyed that its further development may be more scientific and less haphazard than at present.

A casual review of some conspicuous factors in our problem may be useful.

1. This country is beginning to be a book-reading nation. We are ill prepared to meet the new impulse, because of too few bookshops in some towns, none in others, and too many (for the time being) in others.

2. The suddenness of interest in book-selling has attracted many who are badly equipped, for want of experience or of sufficient capital, to conduct bookshops.

3. There are erratic fluctuations in the new interest in bookbuying, and there will be consequent difficulty in adjusting the new shops to the mercurial demand.

4. Under the present system of distribution it is difficult to start a well-stocked shop without a great deal of money. Any reform undertaken by publishers must be directed towards making possible more shops, in lo-

calities where they are needed, on the basis of small capital.

5. Sales are lost every day because the large majority of shops are far from the source of supply and because their limited capital restricts the size of the stock they can carry.

6. The methods of selling to the bookseller are cumbersome, archaic and inadequate. In spite of a high order of intelligence among publishers' travelers, too much emphasis is laid on the sale to the dealer instead of on the sale to the public thru the dealer, to

*THAT the increase in book buying in the United States is to bring the trade to a reconsideration of the problems of efficient distribution is the prophecy of Mr. Huebsch, who has always been a close student of book-selling problems and tendencies. Further discussion of these problems will be welcomed by the columns of Publishers' Weekly.*

his and the publishers' advantage.

I will not take up these points separately for they constitute a single great problem which I will discuss loosely and generally. It is well not to be too specific in laying out plans for the future; the development is subject to so many delicate influences that time and experimentation are imperative to read improvement.

Culture does not move along in an even line: the great centers of population must necessarily be in advance of the frontier; old settlements have more time for strictly cultural interests than towns whose economic problems are still in process of adjustment. Therefore what is good for Cosmopolis may not be precisely right for Boom City. Any



plan that we make must be elastic. In Cosmopolis the question of demand and supply is not acute; the population varies little from year to year, the supply of shops is fairly adequate and even if business should increase sharply the existing shops could easily absorb it. Besides, a well-stocked wholesale dealer may be on the spot, or nearby. Not so Boom City. There may be one shop there, and one not too well run. A bright young man or woman has the notion that the progressive thinkers of the place would buy books if a modern assortment were carried, but the bright young person can raise only \$5,000 to begin with. That sum is probably insufficient when rent, fixtures, stock, salaries and other fundamental expenses are considered. The possible stock on that capital would not be extensive enough to include the classics, reference books and new publications necessary to draw the desired class of readers.

#### What Is the Way Out?

If the new dealer is a careless amateur he need not detain us long, but, assuming that he has had some experience or that he has had at least preliminary training through a course in bookselling and that his approach is serious and intelligent, the publisher must recognize him as an asset indispensable to the good of the trade. Direct selling by publisher to reader is practicable with subscription books, and in some special cases, but the retail shop is an integral part of our system, and bookbuying will grow only as bookshops become more efficient and numerous. There can be no publishing without proper outlets: there are no outlets as effective as good bookshops.

The publisher must adjust his distribution to the channels of supply to the reader. Before very long we will wonder that the present system prevailed so long. The publisher will decide to be content with relatively small orders for new books, and with moderate stock orders, his energies will be bent not so much on selling a big bill as on making his entire list accessible to every dealer as quickly as possible.

#### Adapting Methods to Needs

The publishers' methods will have to be adapted to the lowest common denominator, to the vast number of little shops instead of to the small number of large shops. Suppose the dealer in Boom City is called on for a concordance or dictionary not commonly sold, if he happens to be 1,000 miles from the publisher or a large wholesale dealer he cannot obtain the desired book for about a week, and at a cost for postage that

cuts deeply into his profit. Unless the retail customer's need is imperative he will often refuse to order if told that it may take a week or more to effect the purchase. If, on the other hand, the dealer were able to say that the book could be obtained in a day or two, that, in fact, *any book in print was available in a day or two*, orders would come more easily.

#### Making Reorders Easy

Every book in print should be accessible to every dealer within 24 hours of ordering. The publishers should, cooperatively, establish depositories from the Atlantic to the Pacific, to which, according to zone, dealers should send their daily orders. Assume that Kansas City becomes the seat of one of the depositories, and that a Wichita dealer needs ten books, each of which bears a different imprint. Instead of sending ten orders to ten publishers in New York and Boston and Philadelphia, getting ten parcels and ten bills and making separate investigations in case of error or delay, he sends the slips (and a carbon copy of each) in one envelope to the Kansas City depository from which, on the day of the orders' receipt, they are shipped in one parcel with a memorandum bill. The carbon copies of the slips will be mailed to the head offices of the respective publishers who will post them against the Wichita dealer's account and render a monthly statement. No invoice from the publisher will be necessary, for the bookseller can post from the memorandum bill sent by the depository with the goods. It is not always indifference that keeps a bookseller from saying, "I'll get it for you," if a book is out of stock. It is the difficulty with which "getting it for him" is surrounded that obstructs many sales.

It will be urged that the proposed depositories call for an unprofitable outlay on the part of the publishers. I do not wish to make an extended argument here, but suggest only that the saving in carrying stock in New York, in conducting big shipping rooms in New York and in clerk hire in New York, will be great. Also that the resulting increase in sales will justify the cost. The plan has great possibilities, but I wish merely to suggest it; it can be elaborated at another time.

If the dealer may have a 100% stock at his immediate command if not on his shelves, it will soon appear to be wasteful to keep travelers constantly at his elbow. True, individual effort and competition among publishers should be continued, but the effort will take the form of showing and explaining new books and sales schemes, not

of trying to sell quantities. The visits may be less frequent and no less effective. Thus the travelers will be released to cover a greater area, for there will be many shops to carry a general stock in towns that are today profitable only for rebind publishers.

#### A Central New York Exhibit

Buyers whose habit it is to visit the East will be able to save that expense, but to those who come for the sake of renewing periodically the valuable contacts with the sources of supply as well as to buy, the publishers should offer better facilities for accomplishing their ends. A buyer desiring to visit a dozen publishers in New York may have to spend a week or more in town, because of the distances and the difficulties in adjusting their time to that of the publishers. When the publishers, coöperatively, establish a Permanent Book Exhibit in a central New York city location, a hundred problems will vanish. Mrs. X., buyer from Wheatville (or Chicago, for that matter), will write to the Permanent Book Exhibit, "I will be in New York on Monday, July —, and will spend three days buying. Please make appointments that will enable me to see these lines (she will specify the publishers) during the period mentioned." The manager of the Permanent Book Exhibit will make a schedule and apprise the various publishers whose salesmen will meet Mrs. X. according to the programme which will be arranged according to the size and nature of the respective lists. Mrs. X. will come to town and will see everything she wants to see, in the time that she has set, and under one roof, and then she is free of all burdens and can use the rest of her time as she wishes. The examination of various offerings in one large gallery will enable her to balance her stock more effectively, for she will be able to look about the whole exhibit before buying, and adjust her appropriation intelligently, on the basis of the collective output, and not be dependent upon the uncorrelated visits of travelers.

#### Exhibit Open for Visitors

The Permanent Book Exhibit would serve an even greater need in that it would give retail purchasers an opportunity to see the books of all publishers in fuller display than is possible at any bookshop. No retail sales would be made, but purchasers could leave orders to be delivered to them by their home bookseller. This would be a boon to many small dealers, and it would not operate unfavorably to the large dealers.

The Permanent Book Exhibit would be part of a plan which I outlined in the *Pub-*

*lishers' Weekly* a few years ago. It would be housed in the Book Building which would serve as headquarters for all of the activities relating to the graphic arts and crafts. The trade papers would be issued from there, the publishers' and booksellers' associations and allied organizations would have offices there, the booksellers' school would be there, and an auditorium for readings, lectures and meetings, and a graphic arts museum, would be features of importance. The effect on the general public would be incalculable: thousands would for the first time, become aware of the economic possibilities of our trade. Nothing in connection with any of the enterprises that I propose would interfere with the absolutely independent effort on the part of the publishers: the coöperation would redound to the collective good without affecting the individuality of any.

#### Eliminating Waste Effort

One more point: the impulse towards coöperation and against waste effort should not be confused with standardization in the sense of trying to make flat rules applicable to all bookshops. Rigidity is to be avoided in planning and conducting bookshops and regulating commerce with bookshops as in everything else which depends largely upon initiative that varies according to personality and environment. The ten-cent store and the tobacco shop are ideal fields for the energies of merchants whose sole interest in their investment is the size of their dividends; those lines lend themselves perfectly to the methods that are exemplified by Childs' restaurants. Wheat cakes can be made and sold according to a formula: books are different. I have no quarrel with the method, but I deny its applicability to the book business. The chain bookshop is a possibility, but the bookshop that attracts a faithful bookloving clientele will ever be the one that is "the shadow of a man," not of a financier. The very nature of the wares indicates personality and excludes stencilled inspiration.

Like most preachers I come to my sixtly. (or is it twelfthly?): altho more bookshops are indispensable to the growth of the reading public, it is imperative to the development of reading and selling that we have many more publishers. It is absurd that the American public should be dependent upon the taste and judgment of a few dozen men and women for the books offered to them. Note the greater variety of literature and the impetus to book buying since a half dozen new men entered the field. We have but scratched the surface: we need publish-



ers who will open the way to new ideas and to those who will carry on the old traditions in the light of modern thought. A realignment due to new publishers will be as profitable to the old publishing houses as to the public that reads and sells books. Think it over.

I offer these sketchy proposals in order to stimulate discussion. We are operating un-

der a system that belongs to a bygone day. The possibility of a new dawn is dependent upon acceptance of the identity of interest of publisher and bookseller: their functions differ in detail, but their common concern is to bring the author's book to its reader. The greater the chasm between bookseller and publisher, the smaller the chances for either to succeed.

## Sales Talks in Rhyme

By Ina Brevoort Roberts

### V

#### Salt Air or Mountain Side

**B**OOKS, to be enjoyed in summer either by those resting by sea or mountains or those imprisoned in the stony cities to whom

their reading must bring the mountains or the sea—these books must be light in tone, books written with a deft touch.

*Books about the wonderful sea  
With the tang of the salt, salt air  
Just read a few and you will find  
That you've sailed everywhere.*

\*\*\*\*\*

*The sailor-men brave  
The slap of the wave  
Are all in these volumes captured  
Oh, they beckon to me  
All books of the sea  
And they leave me with spirit enraptured.*

### VI

#### The Lure of Mystery Stones

**O**NE book demand that neither changes nor varies with the seasons is the busi-

ness man's fondness for really good mystery stories.

*Books that keep you guessing  
And reading very late  
To solve their gripping mystery  
And learn the hero's fate.*

\*\*\*\*\*

*If you are a T. B. M.  
Why not try one of these?  
Carry it right home with you  
And read it when you please.*

\*\*\*\*\*

*Stories warranted not to bore  
Just glance these titles o'er  
You'll read each one with joy galore  
And straightway hurry back for more.*



# Twenty-five Years of Net Prices in England

## The Story of a Great Reform

Now Recorded by Sir Frederick Macmillan

**I**N 1899, after ten years of discussion, the publishers and booksellers of England, having organized with the hope of finding some way to save bookselling from the steady disintegration, signed an agreement for the establishment of a system of net prices. This plan, at first scoffed at as impossible of accomplishment, was by that time recognized as the only basis on which to build a renewed prosperity. The leader of the long fight to establish this principle was Sir Frederick Macmillan who was the honored guest of the Booksellers' Conference at Oxford this summer, the 25th anniversary of the signing of the Net Book Agreement. Very fortunately for those interested in book distribution the story of the long struggle for this "Magna Charta of the book-trade" has now been recorded. It is a volume important to the study of book-selling and publishing in the twentieth century and encouraging to those who believe that the principle of standardized book prices can be some day completely established in all countries. The volume is entitled: "The Net Book Agreement, 1899 and The Book War, 1906-1908; Two chapters in the History of the Book Trade, including a Narrative of the dispute between *The Times* Book Club and The Publishers' Association, by Edward Bell, M.A., President of the Association, 1906-1908, by Sir Frederick Macmillan Kt. Privately printed for the Author, 1924.

The story starts in 1852 when the Book-

sellers' Association of that day tried to remedy the evils of price-cutting by binding its members to a standardized price. Then one retailer thought he saw a chance for stealing a march on the others by being the only price cutter. The discussion ran high.

Some publishers supported the price-cutters and John Chapman of Chapman & Hall called on leading authors to get their opinion. Charles Dickens was in the chair, and letters were read from Carlyle, Cobden, Gladstone and others. Their opinion was that free competition was the life of business. The Booksellers' Association then agreed to submit the case to arbitration, and the judges appointed were no less dignified personages than Lord Campbell, Dean Milman, and George Grote and they also decided that no dictation of prices would be in line with public policy. The Booksellers' Association

accordingly dissolved, and competitive underselling went from bad to worse. The authors thus struck a blow at well organized and progressive bookselling, and it was fifty years before the reform was accomplished, and even then against the opinions expressed by the Society of Authors.

It was in 1890 that Frederick Macmillan again broached the idea of a system of standardized prices for the English book-trade. The common discount then given in retail stores was 25%, and it was generally recognized that no bookstore could exist without departments of second-hand books,



SIR FREDERICK MACMILLAN WHO DID THE PIONEER WORK FOR NET PRICES.

stationery, etc. Practically speaking the display and sale of contemporary authors depended on there being simultaneous sale of second-hand copies of earlier writers to meet the loss on the transaction in current volumes.

#### Public Discussion of Book Prices

Seeing news interest in the discussion, the *Pall Mall Gazette* published a series of interviews with publishers and booksellers under the title, "Is the Discount System Doomed?" The majority of the booksellers doubted the possibility of a change. Most booksellers felt that "the other fellow" could not be trusted to keep to the price. The fellow publishers of Mr. Macmillan were frankly dubious of the plan's getting sufficient support. A canvass of the country trade by the trade papers showed that they were as doubtful of success as the London booksellers.

However, the program was the idea of a persistent fighter and the house of Macmillan went ahead alone. It planned a test with Marshall's "Principles of Economics" and, with the author's consent, issued this important work in July, 1890, at 12s. 6d. instead of at 16s. as first planned. The trade price was 10s. 5d. with 5% at settlement of bill and the "odd copy" custom was abolished. The advance sale from most booksellers was small, tho the program had staunch adherents with such booksellers as Bumpus of London, Bowes of Cambridge and McLehose of Glasgow. Even with the short terms some habitual price-cutters started to give away a penny to the shilling, and the publisher cut off their trade terms altogether. The Stoneham stores in London refused to fall in line and their account was closed for nine years. The great jobbing house of Simpkins refused to supply these price-cutters.

#### Net Books Begin to Come

For the next few years Macmillan's pushed the net system forward and by 1897 had 136 net books on the year's total. In 1891 several important publishers came to the support of the program, including Longmans, Unwin, Cambridge University Press, Murray, Sampson Low and others.

A step of greatest importance was taken in January, 1895, when "The Associated Booksellers of Great Britain and Ireland" was formed which promptly endorsed the net price system and called upon publishers to enforce the program by more stringent measures. In October of the same year at a meeting in London attended by both book-

sellers and publishers the steps were taken at the suggestion of Mr. Murray for the formation of the Publishers' Association of Great Britain and Ireland and the ground was laid for effective cooperation. The first proposal was that booksellers should agree to reduce their discounts from 3d. in the s. to 2d. in the s. The plan was not adopted because the Society of Authors saw in the coercion of booksellers a reduction of book outlets. Mr. Macmillan favored the gradual adoption of the net system for new books leaving the others to shift for themselves, but others felt that some fixed regulation of all discounts was necessary and still others favored a continuance of the 25% discounts and an increase of trade discounts to make such rates profitable.

#### The Booksellers Support Plan

The Associated Booksellers were undaunted by their first failure following the opposition of the authors, and in March, 1898, submitted another scheme which had the advantage of a qualified endorsement of the Society of Authors. Finding this new program complicated, the Publishers submitted in November a counter proposal drafted by C. J. Longman; namely, that new books should as far as possible be issued at net prices; that existing books should be converted when practicable by taking one-sixth off the present price; that those booksellers only should receive discounts who maintained prices; that other books should not be put under restrictions. The program seemed far easier to bring about than a plan which involved a change in the price to the public on all books by shortening the discounts to customers from 3d. to 2d. in the shilling. It was proposed that authors' royalties should remain as before, that is if an author received 2d. to the shilling on a 12s. book he would receive 2s. royalty if the price was changed to 10s. net. At a meeting of the Associated Booksellers in February the plan was approved and by energetic work the signatures of all booksellers were obtained.

It had taken ten years of persistent fighting to put this program in practice but it has stood the test of time, and triumphantly passed the severe attack of *The Times* Book Club in 1906-1908, a story in itself which is recorded in detail by Mr. Bell in this same volume. In England there has been no legal difficulty in enforcing the agreement such as has defeated the complete accomplishment of the same fundamental re-



form in the United States. On this point Mr. Macmillan wrote in 1898:

"The strong individualistic tendency which actuates most of us leads us to shrink from interfering with a man's conduct of his own business. Yet we do constantly interfere thru Parliament with the conduct of private affairs, and the feeling that it is right and wise to do so has led to the Factory Acts, Adulteration of Food Acts and the greater part of the social legislation of recent years. If it is permissible for the majority of the nation to impose its will on the minority in such matters for the promotion and conservation of the health and well-being of the people at large, it can surely be no less permissible for the large majority of a trade such as ours to make it impossible for a few recalcitrant members to nullify a movement for the well-being of the trade."

## THE NEW LITERATURE

"I told my son that he was not giving enough attention to the classics," remarked the conscientious parent. "I reproached him for not knowing the difference between the 'Iliad' and the 'Odyssey.'"

"Was he properly apologetic?"

"Not at all. He merely said nobody could know everything, and asked me if I knew the difference between crystal receptivity and a neutrodyne."—*Washington Star*.

## DIFFERENT AGAIN

Lady—"I want a nice book for an invalid!"

Bookseller—"Yes, madam. Something religious?"

Lady—"Er—no—no—er—he's convalescent!"—*London Mail*.

# How Types are Designed

By Earl H. Emmons, of "The American Printer"

THE initial volume from the new publishing house of Robert O. Ballou of Chicago, has just been issued under the title, "American Type Designs of the Twentieth Century." It is a work of sixty-four pages by Douglas C. McDurtrie of the Condé Nast Press, long known as an authority in the field of graphic arts.

Primarily this book will have its greatest appeal to printers, publishers and others who work with types and make books, but it will be found of interest to all book-lovers, and even the layman can study it with pleasure and profit because it will give him an enlightening insight into the mechanics of bookmaking.

Mr. McDurtrie shows specimens of more than a hundred type faces in common use in America, making this an unusually complete guide to type selection for any purpose. Each of the specimens is discussed and criticised, and attention is directed to its characteristics in such a way that the reader gets a clear understanding of type differences and the fundamental reasons for them.

A study of "American Type Design" gives the reader the feeling of having an intimate peep behind the scenes. He sees how the wheels go around and understands a good deal about what makes them revolve and why. He realizes why certain books appeal to him and why others seem a bit repulsive, regardless of the text contents

and it all tends to instil in him a greater love and respect for the art which makes all books possible.

A personal touch is added to the work by mentioning the names of the designers and something about them as their efforts are presented, and several pages are devoted to a brief history of type and the old master printers and designers. Frederic W. Goudy, the foremost type designer of our day, and without doubt the most prolific designer of all time, has written an introduction to the book.

The book is done on heavy white paper, is pleasingly decorated, well printed with generous margins and bound in heavy boards. The cover is brown laid antique stock with a black cloth backbone and the title is strikingly done in gold lettering inside of a black hot-pressed panel.

There is but one fault the reviewer finds with the work and that is the monotonous use of the same copy for all of the specimens shown. The Gettysburg address is a wonderful thing and every good American should know it, but even such a work becomes tiresome when repeated fragmentarily one hundred and three times. In a case of this kind, if the author did not wish to go to the trouble of writing special copy for the purpose, and considering that the study of letter characteristics is the most important thing anyway, it seems the logical thing to do would be to show the complete alphabet.



# THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

August 16, 1924

**I** HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

## Distributive Systems for New Books

THE article by Mr. Huebsch in this number of the *Publishers' Weekly* will bring to the front the recurring discussion about machinery for book distribution. It is Mr. Huebsch's belief that the present rapid increase in the purchase of books in this country is putting a strain on the whole distributive system which will make a resurvey of this field imperative.

It would seem desirable that there should be a careful re-estimation of the methods of selling to the bookseller and of reaching the bookseller by large and small shipments. Other countries have found the organization of this field a very important feature of the growth of publishing and bookselling. Europeans do not understand how we can serve with books so widely a scattered country without building up some cooperative method for handling shipments such as is the characteristic of the book-trades of Germany, Scandinavia, Holland and France.

The methods developed in France are particularly interesting, because they have been the outgrowth of a post-war effort to improve bookselling conditions, and the methods adopted have been the result of a careful study of the best features of the book-trades in other European countries. What such leaders of the French book-trade as Paul Gillon and Georges Valois have tried to do has been to create an organization that would bring the small shipments of the publishers more promptly and more cheaply to the bookseller. American booksellers who are paying 7, 14 or perhaps 24c. a book to get odd books to their stores

promptly would be interested in such methods, and the *Publishers' Weekly* will shortly issue a story of the French system and what it has tried to do for that country.

## Milestones in Library Progress

ONE of the many announcements coming from the recent American Library Association conference has particular significance and importance to those interested in forward movements in the field. The Carnegie Corporation of New York, after having extended various increased appropriations to the A. L. A. during the past year, has promised for the year beginning October 1st funds to the total of \$108,100, to be used for extension work. This gives a tremendous new opportunity to the executives who have been laboring under a great shortage of funds for many years. Ideas that were both practical and finely visioned have been continuously halted by lack of material support.

Particularly interesting will be the developments in the field of adult education, in which the libraries have an all-important part and a fine conception of what that part is. Closely supplementing that work will be the increased attention to reading courses, for which a good fund is made available, and the publications of the Association are supported by a revolving fund of \$15,000, supplemented by a sum of \$6,000 for a general editor and proof reader. The largest appropriation is for the backing up of better library training, fundamental to every movement in the field, and funds are supplied not only for a training board but for textbooks to be used in the field.

What this will mean to the library movement and to the movement for broadened educational activity by general reading and systematized study, will be best understood by those who have watched the tendencies in library and educational discussions in the last few years.

Besides these funds the A. L. A. is to receive \$10,000 from Laura Spelman Rockefeller Memorial, to be used during the current year for the purchase of American books for Europe, also \$5,000 from the Carnegie Endowment for International Peace for the purchase of books for foreign libraries on public and international law. These important helps toward making available for European readers the books which this country is producing will have far-reaching effect, especially at a time when Europe is in no condition to buy books at present exchange rates.

The proposed activities in the field of adult education will be in the hands of a very strong committee, including three past presidents of the Association—Mr. Jennings of Seattle, Mr. Belden of Boston and Mr. Bishop of the University of Michigan, together with W. O. Carson of Toronto, Matthew S. Dudgeon of Milwaukee, Linda A. Eastman of Cleveland and Charles E. Rush of Indianapolis.

Another important committee whose work will have increasing importance to those interested in the circulation of books is the Committee on Relations Between Libraries and Moving Pictures, of which the chairman is L. W. Josselyn of the Birmingham Public Library. Marilla W. Freeman of Cleveland is again the Association's representative on the Committee on Public Relations of the Motion Picture Producers and Distributors of America, Inc.

The American Library Association has an elaborate Survey under way, which can be published in comprehensive form thru the grant from the Carnegie Corporation, and preparations are being begun for another A. L. A. Catalog, which will be valuable in every part of the book-trade.

A subcommittee of the Department of Publications has been asked to consider the possibility and desirability of getting an article on library progress into the general magazines during 1926.

## Our Pulp Consumption

THE annual report of the Department of Agriculture gives the latest data about the country's consumption of wood pulp, always of vital importance in national economics, and, as the supply is gradually exhausted, of increased importance to the industries that must depend on paper for their continuance. The present consumption is now 8,000,000 tons a year, which is greater than that of all other countries in the world combined. The per capita consumption is double that of any other country. Of this great supply the amount used for books is less than 1%, so that, if economy is to be made, it must be made in other directions.

The department hopes, however, that there will be a gradual improvement in forestry methods to help supply the deficit. It would be unfortunate for business if only by a great increase in the cost of pulp could a stimulus be given to the greater production of pulp wood, as that increase in value would send the price of paper up to troublesome heights.

## When Next at Chicago

A RECENT analysis of the attendance of retailers at the booksellers' convention showed that out of 202 retailers present 80 came from the Middle Atlantic states, 47 from New England, 29 from the South Atlantic states, 41 from the Mississippi Valley, and 5 from the Pacific.

These figures should be watched for comparison next year, when the traveling expense to the convention will be much less for a great area of the country which has been rapidly developing new bookshops and an extension of old. There should also be an increase in the number from the Pacific Coast and everything possible done to make that trip worth while. Many who have read the proceedings of the New York convention have since expressed regret that they did not make a greater sacrifice to get there because of the value of the discussion. This feeling should make it easier to get a large attendance at Chicago.

## Record of American Book Production, July, 1924\*

| CLASSIFICATION         | New Publications |              | By Origin                         |                  |                      |          |       |
|------------------------|------------------|--------------|-----------------------------------|------------------|----------------------|----------|-------|
|                        |                  |              | English And other Foreign Authors |                  |                      |          | Total |
|                        | New Books        | New Editions | Pamphlets                         | American Authors | American Manufacture | Imported |       |
| Philosophy .....       | 19               | —            | 1                                 | 12               | 1                    | 7        | 20    |
| Religion .....         | 39               | 1            | 10                                | 39               | —                    | 11       | 50    |
| Sociology .....        | 25               | —            | 11                                | 31               | 1                    | 4        | 36    |
| Law .....              | 3                | 1            | 3                                 | 7                | —                    | —        | 7     |
| Education .....        | 6                | —            | 3                                 | 8                | —                    | 1        | 9     |
| Philosophy .....       | 9                | 2            | 3                                 | 8                | 3                    | 3        | 14    |
| Science .....          | 20               | 6            | 25                                | 45               | —                    | 6        | 51    |
| Technical Books .....  | 38               | 8            | 9                                 | 47               | —                    | 8        | 55    |
| Medicine .....         | 12               | 4            | 5                                 | 19               | —                    | 2        | 21    |
| Agriculture .....      | 9                | 1            | 18                                | 28               | —                    | —        | 28    |
| Domestic Economy ...   | 2                | —            | 1                                 | 2                | —                    | 1        | 3     |
| Business .....         | 17               | 3            | 9                                 | 26               | —                    | 3        | 29    |
| Fine Arts .....        | 10               | 1            | 1                                 | 8                | —                    | 4        | 12    |
| Music .....            | 6                | —            | —                                 | 2                | —                    | 4        | 6     |
| Games .....            | 9                | 2            | 4                                 | 13               | —                    | 2        | 15    |
| General Literature ... | 15               | 1            | 1                                 | 11               | —                    | 6        | 17    |
| Poetry-Drama .....     | 21               | 4            | 7                                 | 22               | 7                    | 3        | 32    |
| Fiction .....          | 30               | 23           | —                                 | 41               | 11                   | 1        | 53    |
| Juvenile .....         | 21               | —            | —                                 | 19               | —                    | 2        | 21    |
| History .....          | 28               | 3            | 9                                 | 31               | 1                    | 8        | 40    |
| Geography .....        | 11               | 4            | 2                                 | 10               | 1                    | 6        | 17    |
| Biography .....        | 27               | —            | 6                                 | 20               | 1                    | 12       | 33    |
| Miscellaneous .....    | 1                | 1            | —                                 | 2                | —                    | —        | 2     |
|                        | 378              | 65           | 128                               | 451              | 26                   | 94       | 571   |

\* In July, 1923, 350 new books, 81 new editions, 53 pamphlets were recorded, a total of 484.



## Those Well-Known Initials

THE Oxford University Press has just issued a new Pocket Dictionary based on the great Oxford English Dictionary, and in the back part of this useful volume there is a section given up to abbreviations. Such a list is interesting as giving indication as to what abbreviations have come to be in common use in the English-speaking world. Two only, of the abbreviations listed, are initials that stand for American organizations. One is the Y. M. C. A. and the other is the A. L. A. The first mentioned has world wide branches but the latter is American in name and membership, and its inclusion is a tribute to what has happened in the last few years since the American Library Association, in time of the war and in reconstruction, has taken its place among the associations of great international significance.

## Faking of Gazeteer Claims

THE Truth-in-Advertising Bureau of New York has sent out a bulletin saying that representatives of the *Commercial Gazeteer*, said to be located at 450 Broadway, are reported as endeavoring to collect payments of \$3.00 supposed to cover a contract for the insertion of a name in classified business directories. Investigations in New York did not disclose any office of the *Commercial Gazeteer* at the address given.

Bureau managers and Chambers of Commerce are advised to deal cautiously with this concern until its standing is established. The bulletin goes on to say that "unsuspecting business men have been mulcted out of thousands of dollars in fake directory schemes uncovered by the National Vigilance Committee." Those who suffer at the hands of one type of publisher are critical of all and the whole trade suffers.



MINIATURE EDITIONS FOUND IN THE QUEEN'S DOLL HOUSE

## Miniature "Firsts"

SCRUPULOUS collectors of first editions will be given a very unusual puzzle in connection with the now famous Queen's Dolls' House library in the Wembley Exhibition at London. Several famous authors have contributed original material to this miniature library, and it would seem as tho collectors could only fill the gaps in their lists by adding the reprint of the books of this library as edited by E. V. Lucas and published by Stokes.

Everyone who has been to Wembley has found that the crowd surges most thickly around the building containing the Queen's Dolls' House. This amazing structure is a mansion on the scale of one inch to the foot, and is complete in every detail and carried out with surprising success.

The furniture has an artistic interest,

but the library is the part that will attract the attention of the bookseller and the book-lover. More than one hundred and seventy authors wrote with their own hands tiny books, which are bound in leather, about one inch high, and placed on the shelves in the tiny library. The greater part of this material was original matter; others gave permission to reprint. Mr. Kipling, for instance, illustrated a collection of his poems himself; Thomas Hardy selected twelve of his favorite lyrics. Sir James Barrie sent an original contribution, as did Arnold Bennett, Max Beerbohm, G. K. Chesterton and others. All of this material is printed in volume two of the big book about the Dolls' House, edited by Lucas. It contains an introduction and colored facsimiles of bindings and reprints of sample pages.



## The Spirit of Joy in Printed Things

### The Work of Claud Lovat Fraser Demonstrates New Possibilities

THE wide-spread, tho unfortunately largely posthumous, appreciation of the work of Claud Lovat Fraser is of particular interest to the makers and dealers in books because of that artist's unusual success in the use of color with every sort of printing and because of the summer exhibit of his work, collected by C. S. Mul-lard shown at the rooms of the First Edi-

Of his work before the war, the items of greatest interest to collectors are probably the "Flying Fame" productions, poetry, broadsides and booklets which were the joint publishing venture of Fraser, Ralph Hodgson, and Holbrook Jackson. Fraser contributed text as well as decorations, using the nom de plume of Richard Honey-man. There were a dozen of these pro-



A CLAUD LOVAT FRASER DECORATION IN "A COLLECTION OF NURSERY RHYMES,"  
(POETRY BOOK SHOP)

tion Club in London. This exhibit gave exceptional opportunity to study Fraser's methods and results. Over 700 items were shown, indicating his extraordinary industry, tho of these but very few were books, his talent having been lavished on every sort of material where printing is employed, posters, letter-heads, book-jackets, trade announcements, book-plates, greeting cards, etc., to say nothing of the rhyme sheets and the production of "The Beggar's Opera" which gave him his widest fame.

All this profusion of output was the result of but a few years of work. In 1910, when he was 21, came the first published material, and the war cut off five of the years that lay between that date and his death in 1921. To judge by the joyousness of the drawing and the gaiety of the color they must have been happy years, and when the end came his fame had been securely established.

The counsel of perfection in printing and book-making has usually been the counsel of sobriety and dignity. The Fraser touch meant informality and spirit even when the product was a bill-head, an invitation to a chamber concert, or a tiny volume of Donne's selected poems.

ductions each in three states and among them the first appearance of Hodgson's famous poem "The Bull" and James Stephen's "Five New Poems." Shortly after this Fraser began his work for Harold Munro's poetry broadsides, still obtainable from The Poetry Bookshop, a series which ran to 13 in all and included poems by De la Mare and Hodgson. The gay touches of color in the designs of the broadside gave proof of his genius for the combining of color with the black and white.

Fraser was fortunate in having the consistent interest of Harold Curwen of the Curwen Press, who saw much of the product thro the press and who also employed Fraser's talent for business posters, advertisements and letter-heads. The "Poems of Charles Cotton" one of the most delightful of the Fraser books was printed by the Curwen Press for "The Poetry Bookshop." The poems in the volume were Fraser's own selection, and the little volume belongs in any collection of good current book-making. This Press also prints the little volumes of poetical selections with Fraser title decorations issued by The Medici Society and the two fairy tales by Charles Nodier, published by Daniel O'Connor two years ago

and now, because of being printed in too large an edition, being jobbed in London bookstores, also "The Lute of Love, An Anthology," published by Selwyn & Blount and The Poetry Bookshop's "Collection of Nursery Rhymes" with black and white drawings. His volume of "Nursery Rhymes" with the pictures in color has been popular on the Knopf list. McBride has published "Pirates" with its bold black and white, the first edition of which was made by Simpkins, Marshall Hamilton, Kent & Co. Then there has been a good welcome for two books about Fraser, which reproduce so many of his best things, "Claud Lovat Fraser," by John Drink-

water and Albert Rutherford, issued in limited edition, and MacFall's "The Book of Lovat."

For a printing office Fraser designed an advertising card which read:

Get the Spirit of Joy  
Into Your Printed Things.

Perhaps that best indicates the character of his own work and the inspiration of his product. The tradition of printing is of dignity and sobriety. Yes. But, just as Oxford University may boast of having a Lewis Carroll among its great sons, so may English printing be proud of the work of that gay and confident artist, Claud Lovat Fraser.

## How to Collect First Editions

By H. D. Clevely

X

### Some Famous Living Authors

**T**HOMAS HARDY, George Moore, Kipling, and Conrad\* are probably the collectors' favorite living authors and are fortunate enough to have had their genius fully and adequately recognized during their lifetimes. First editions of their books jump to premiums immediately they are issued, and undoubtedly their values will continue to increase for some years to come.

Hardy is generally considered the leading living English author. In his virile Wessex novels he has expounded a philosophy and recaptured the atmosphere of a countryside and of a bygone age. He will live equally for his prose, his dramas, and his poetry. First editions of his books are expensive to buy, and well worth the money spent on them.

George Moore is a realist of a far more romantic type than Hardy. He has written bad books; his poetry is undistinguished, and his plays are undramatic, but his best works are supreme examples of fine writing and artistic treatment of a subject. "Esther Waters" and "The Brook Kerith," are among the best English books of recent decades.

Kipling is the genius of diabolical insight. All the little weaknesses and petty vulgarities of human nature are subjects for his pen. When he tries to write a noble book, he fails; when he writes merely to entertain,

he achieves masterpieces of popularity. The vices of his characters are small, mean vices, their virtues are glorified hypocrisies. Most of his work is thoroly unpleasant, but as it is amazingly clever and exceedingly well written it will outlive the present generation and continue to bring high prices for a long time to come.

Conrad is one of the safest writers to buy. Since the Conrad manuscripts realized \$100,000 at the Quinn sale, everyone has held Conrad first editions at high figures. This, however, will not discourage the collector of Conrad who has confidence in his own literary judgment. After all, the greatest writer of sea stories who ever lived must be quite safe to collect, and my advice to those who own Conrads is, "Hold on to them," and to others, "Buy them whenever you can get them at a reasonable price."

Yeats, A. E. Housman, Kipling, and De la Mare are the most sought-for living poets, but as all the remarks I have made about Kipling's prose are equally applicable to his poetry, I need make no further reference to him in this article.

Yeats is the oldest and by far the best poet of the modern Irish renaissance—he is probably the greatest poet Ireland has ever produced. I mention him for his poetry alone; tho he has written plays and short stories, these plays and short stories are essentially poetic, and it is for his poetry that he is immortal. It must also be recorded of

\* Conrad was among the "living writers" when this article was written.



him that he discovered Synge, the brilliant young dramatist, whose "Playboy of the Western World" created such a sensation. Other notable members of the Irish literary movement are A. E. (George Russell) the poet and painter James Stephens, and lesser celebrities such as Vincent O'Sullivan, Padraic Colum, Conal O'Riordan, and Lady Gregory.

A. E. Housman is professor of Latin at Cambridge University England. During the last thirty years he has written two slender volumes of poetry, "A Shropshire Lad," 1896, and "Last Poems," 1922. "A Shropshire Lad" is now worth \$70, while "Last Poems," altho only published two years ago, brings \$7. Almost every one of Housman's

poems might be described as a miracle of craftsmanship; never before has any poet been able to combine to the same extent, perfect simplicity and intense emotional and dramatic power.

De la Mare is extensively collected, and some of his earlier books have sold by auction for over \$100. His poetry contains a kind of sunshine ghostliness; it is like the dreams of a child, peopling the countryside with beautifully shadowy figures, and seeing fairies in the nearby glen. Lately, since it became more sophisticated, his verse has lost some of the old quality of haunting loveliness, but such books as "The Listeners," and "Peacock Pie" more than justify the high prices paid for his first editions.

## The Bookman's Glossary

### Material for a Dictionary of the Book-trade

#### VIII

#### Bookselling and Cataloging Terms (*Continued*)

##### "bookseller" in Foreign Languages—

- Danish—Boghandler.
- French—Libraire.
- German—Büchandler.
- Italian—Libraio.
- Magyar—Könyvarus.
- Norwegian—Boghandler.
- Russian—Knigoorodávetz.
- Spanish—Librero.
- Swedish—Bokhandlare.
- Yiddish—Büchandler.

##### book sizes—

|                   | Approximately |
|-------------------|---------------|
| atlas folio       | 16 x 25       |
| elephant folio    | 14 x 23       |
| folio             | 12 x 15       |
| 4 to (quarto)     | 9 x 12        |
| 8 vo (octavo)     | 6 x 9         |
| 12 mo (duodecimo) | 5 x 7½        |
| 16 mo             | 4¼ x 6¾       |
| 18 mo             | 4 x 6¼        |
| 24 mo             | 3½ x 6        |
| 32 mo             | 3¼ x 5        |
| 48 mo             | 2½ x 4        |
| 64 mo             | 2 x 3         |

The common book-trade designation of sizes was based originally on their relation to a sheet of paper measuring 19 x 25. When folded to 8 leaves and trimmed, each 6 x 9 inches, it was the standard dimension of an 8vo. When folded to make 16 leaves it is a 16mo. With the present infinite variety of paper

sizes all dimensions are approximate. The Library of Congress uses centimeters in giving sizes.

The following terms for sizes are frequently used in English bibliographies and catalogs:

|                 | Approximately |
|-----------------|---------------|
| imperial 4to    | 11 x 15       |
| super royal 4to | 10½ x 13½     |
| post 4to        | 8 x 10        |
| imperial 8vo    | 7½ x 11       |
| royal 8vo       | 6¼ x 10       |
| demy 8vo        | 5½ x 8¾       |
| post 8vo        | 5 x 8         |
| crown 8vo       | 5 x 7½        |
| foolscap 8vo    | 4¼ x 7        |
| pott 8vo        | 4 x 6¼        |

The French terms for book sizes are:

|                    |             |
|--------------------|-------------|
| in-plano           | atlas folio |
| in-folio           | folio       |
| in-quarto          | 4 to        |
| in-octavo          | 8 vo        |
| in-douze           | 12 mo       |
| in-seize           | 16 mo       |
| in-dix-huit        | 18 mo       |
| in-vingt-quatre    | 24 mo       |
| in-trente-deux     | 32 mo       |
| in-trente-six      | 36 mo       |
| in-quarante-huit   | 48 mo       |
| in-soixante-quatre | 64 mo       |

**book stall**—A stall or stand, usually open to the street or in an Arcade where books are sold.



- book worm**—(1) Insect (moth or beetle) whose larvae injure books, feeding on the binding and often piercing the leaves. *See* BOOK LOUSE. (2) A person unusually devoted to reading or studying books.
- bowdlerized**—Text altered by expurgating words or passages considered offensive or indelicate. Thomas Bowdler in 1818 published an expurgated edition of Shakespeare.
- broadside**—A sheet of paper printed on one side only, e. g., a poster or rhyme sheet. Sometimes called a "broad-sheet."
- brochure**—From the French "brocher," to stitch. (1) A publication of brief extent, but sufficient for stitched form; a pamphlet. (2) A booklet in artistic style.
- catalogue raisonné**—French term. Literally a "reasoned catalog." A list of books arranged systematically or according to classes or subjects.
- chapbook**—Small, cheap book in a paper binding, popular in England and the American Colonies in the 17th and 18th centuries, containing tales, ballads, lives, tracts, etc. Sold by chapmen, i. e., peddlers, hawkers. The word comes from the Anglo-Saxon root *ceap*—trade.
- circa**—Latin preposition meaning *about*, e. g., "circa 1747" in a catalog description means that the date of a book is only approximately known.
- circulating library**—A rental library. A collection of books, mainly current fiction, for lending at a rental fee for a stated period.
- codex; plural, codices**—A manuscript book, particularly of the Scriptures or classics. There are about 114 Bible manuscripts known dating from the fourth to the tenth centuries in uncial characters and about 1200 from the ninth to the sixteenth centuries in cursive characters.
- In classical times manuscripts were usually written upon rolls of papyrus, but as early as the first century B. C. vellum tablets were used for memoranda, and by the first century A. D. people had begun to make codices, or manuscripts with pages like those in our ordinary books of today.
- contemporary binding**—Binding executed in the period of publication of the book.
- covers bound in**—The original covers included within a later binding. Often the cloth or paper covers of a rare edition are preserved, when the volume is rebound in leather, by mounting as a fly-leaf or using as an end paper.
- cuneiform writing**—Wedge-shaped characters used by the ancient Assyrians and Babylonians. Thought to have originated 6000 years ago and remaining in use until the third century B. C.
- curiosa**—Term used in classifying books of curious and unusual subject matter. Sometimes used euphemistically as a classification for *erotica*.
- d. s. (document signed)**—A document of which only the signature is autographic.
- de luxe**—A French term literally of *elegance*. Applied to editions printed on superior paper and finely printed—usually limited in number. Often used as a mere selling term without reasonable justification.
- desiderata**—A list of books desired. A term used by English booksellers for a list of books they are in the market to buy.
- Dewey classification**—A system of classifying books in libraries on the decimal system devised by Melvil Dewey in 1876, which has been adopted in most American and in many foreign libraries.
- dog-eared**—A book disfigured by having the corner of a leaf or leaves turned down like a dog's ear.
- editio princeps** (1)—First edition of a work printed from the old manuscript when printing first began. (2) Extended to mean the first edition of any new work. But for this last meaning the term "first edition" is more commonly used.
- edition de luxe**—From the French, literally *edition of elegance*. A sumptuous edition.
- An edition of a book or set of books (usually in limited number) printed on paper of extra quality, often with very wide margins and ornamentation and illustrations.
- engs. (engravings)**—A contraction used in catalogs of old books.
- erotica**—In cataloging: obscene books. *See* CURIOSA, FACETIAE.
- ex libris**—Latin phrase meaning "From the books," frequently used on bookplates followed by the owner's name.
- extra illustrated**—Illustrated by extra matter added to and bound into a volume or set. This added material usually consists of engravings, letters or documents referred to in the text. These are mounted, inlaid or trimmed

to fit the size of the books in which they are inserted.

Sometimes called **grangerized**, because Granger's "History of England" was a favorite book to be treated that way.

**fs. (facsimile)**—An abbreviation sometimes used in catalogs of old books.

**facetiae**—Coarsely witty books; objectionable or indecent works collectively. See CURIOSA, EROTICA.

**first edition**—The first issue of any literary material in book form. *Editio Princeps*.

First edition collecting is the favorite hobby of booklovers. Besides the first edition in book form one may collect first serial form, first illustrated form, etc.

**foxed**—A brown discoloration of paper, more often of the paper used for plates. Chemical stains probably caused by imperfect preparation of the pulp and the existence of impurities in the paper. The term is frequently used in catalogs in describing the condition of old books.

**grangerizing**—A term to describe the enriching one work with extra illustrative matter taken from other books. Granger's "Biographical History of England," published in 1804, lent itself to this hobby of lavish extra-illustrating. See EXTRA ILLUSTRATED.

**Grub Street**—A term to designate needy or sordid authors as a body. The name of a London street, described by Dr. Johnson as "originally the name of a street near Moorfields, much inhabited by writers of small histories, dictionaries, and temporary poems, whence any mean production is called "Grub Street."

**guinea pig**—A colloquial name given to H. G. Bohn's famous "Catalogue of Books," a reference tool in extensive use in England in the Mid-Victorian period. So called because of its dumpiness and its price which was one guinea (21 shillings). In the same spirit "The Trade List Annual" in America is sometimes called the "Green Pig."

**holograph**—A document wholly in the handwriting of its author.

**hornbook**—The primer for learning the elements of reading, used in England before the days of printing, and common down to the time of George II. It usually consisted of a thin sheet of paper, mounted on a wooden board,

having on it the alphabet, and sometimes the Lord's Prayer, and was protected by a sheet of transparent horn. Common as hornbooks at one time were, copies of them are now exceedingly rare.

**hours, book of**—The name given to books of private devotion designed for the laity, which were very popular and in general use thruout the Catholic church from the fourteenth to the sixteenth centuries.

Both before and after the discovery of printing they were often beautifully illuminated, and fine examples of them are today much coveted by collectors. Great personages were fond of having these books made specially for themselves, with decorations and illustrations of an individual appeal.

**iconography**—Detailed description of an author's works.

**ills. (illustrations)**—An abbreviation used in catalogs.

**illuminated**—Embellished with ornamental letters, scrolls and other designs, usually in gold and red. A feature of many ancient manuscripts and early printed books. See RUBRICATED.

**imprimatur**—A license to print or publish a book or paper. When censorship of state or church exists, the imprimatur becomes an approval of what has been published.

**incunabula**—Books printed before A. D. 1501. From the Latin word for **cradle**, thus any word of art or industry of an early period of development.

Before 1501 more than 25,000 separate editions of books during the fifteenth century, now known and described, had been printed.

**interleaved**—Supplied with blank leaves for notes or comments inserted between the printed leaves.

**junk**—In the second-hand bookshops junk is a term for books that have practically no commercial value. It is sifted from collections purchased and is disposed of as waste paper or thrown on stands and offered at low prices to the passer-by.

**l. p. (large paper)**—An abbreviation used to describe an edition with extra wide page margins.

**l. s. (letter signed)**—A letter, the signature but not the text being autographic.

**large paper edition**—A book printed with extra wide margins to the printed page. See TALL COPY.

(To be continued)



## William Pickering--Publisher

### The Story of a Typographical Genius Which Made an Imprint Famous

"**T**HUS in the year 1854 ended a life which had left an indelible mark upon the annals of the book-trade during the first half of the nineteenth century. During that period, William Pickering had done more than any other single man to raise the standard of book production in all its details, whether of subject matter, typography, or binding. Commercial book production at the present time owes more to Pickering's enterprise than has been either claimed or admitted."

Thus writes Geoffrey Keynes in the preface to his "William Pickering, Publisher," published by The Fleuron, London, and The Medici Society, Boston. The volume is both a memoir and a hand-list of those editions by which Pickering will be longest remembered. Appropriately the volume is printed by The Chiswick Press, which, under Charles Whittingham, the younger, gave such support to Pickering typographical ideas. The volume contains thirty-seven facsimile title pages and reproductions of all the known printer's devices of Pickering including sixteen variations of the dolphin and anchor design.

A re-evaluation of the place of Pickering is particularly appropriate at this time when a great new interest in fine printing is developing both in England and America, an interest that will unquestionably lead to further production. If this movement is to help to raise standards of production for books of general circulation as well as for limited special editions the example of Pickering is especially worth study. It is not without its significance, as Mr. Keynes points out, that Pickering wrote himself, *Aldi Dicipulus Anglus*, for it was the great objective also of Aldus to make good books at reasonable prices. With the exception of the Dyce editions of Elizabethan dramatists, Pickering preferred to issue his most beautiful productions in trade form. The famous Aldine Poets were issued at 5s. per volume, the Bacon's "Essays" with wonderful decorated titlepage at 5s., the Boswell's Johnson 4 vols. at 8s., Browne's "Religio Medici" at 6s., to mention a few examples.

Heredity probably gave William Pickering his impeccable taste and his early surroundings, perhaps, his interest in books

for general consumption. He was the unacknowledged son of a book-loving earl and a lady of title brought up in the family of a tailor whose name he bore. At fourteen he was apprenticed to a bookseller, at twenty-four (1820) with £1,000 of capital supplied by his father, who seemed at this time to have an interest in his career, he started in the business of antiquarian book-selling. Bookselling he never forsook in spite of increasing publishing activities, and he brought together a large stock, showing a great range of scholarship. After his death in 1854, the sale of his retail stock occupied twenty-eight days at Sotheby's, and his private library three more.

In the same year as the retail venture, he began publishing the famous Diamond Classics. Fourteen authors were successfully added to this series in the next ten years. The next year brought Richard Baxter's "Poetical Fragments," a 12mo. As nearly as can be ascertained this was the first book ever bound in cloth, a practice which Mr. Pickering always followed thereafter and which spread soon to other publishers. In 1829 he issued his beautiful "Canterbury Tales" and the following year, he was still under thirty, his monumental edition of Bacon in seventeen volumes. In the same year in conjunction with Talboys and Wheeler, began the production of the Oxford Classics which ran to forty-four volumes and began with Johnson's "Works" and Boswell's "Life." That it was his own taste in typography that was back of the beauty of his publications is shown by the fact that the thirteen volumes of the so-called "Wreath Series" of this period show seven different printers. While his sensitive mind was searching the field of English literature for material to publish, he was making contacts with the work of the early typographers and his "Treatyse on Fysshynge wyth an Angle" was printed in Baskerville types which had fallen into disuse and volumes printed in 1840 show the use of the Caslon type which had been completely neglected for sixty years. The typography, too, of Geofry Tory had also been studied and contributed its influence in the Pickering output as shown in the style of decoration of many of the volumes.

The fame of Pickering's reprints, such as



the fifty-three volumes of Aldine Poets, and his admirable revivals of neglected seventeenth century writers should not let one forget that from 1828 on he was the publisher for Coleridge, including collected editions of prose and poetry, and of first issues of Aubrey de Vere and Coventry Patmore. His, too, was the first edition in type of Blake's "Songs of Innocence & Experience."

Worthy of note, also, is the fact that it was thru his enterprise that Lowndes' "Bibliographer's Manual" first appeared.

The name of Pickering is familiar to all book lovers and booksellers, but this volume of Mr. Keynes will do much to extend the appreciation of his work at a time when new interest has already begun to be awakened.

## Help from the Printing Art

**B**OOKSELLERS as well as advertising men can get help and advertising inspiration from the *American Printer's Craftsman* Number of 1924, just issued. It is worth an evening of careful examination and study.

In this number is an article on "The Splendor of the Book" by Walter Dorwin Teague, one of the best decorative artists of the country, an article based on his study of the fine book exhibit at the Metropolitan Museum of Art. The photograph shown of the exhibit hall gives many suggestions of how to handle book exhibits which will be for those who have such things in charge, as the books are admirably placed for easy examination.

In the same number is an article on "How Books Are Collected" by John Clyde Oswald, illustrated from the libraries of people well known in the printing field, such as the library of Mr. Updike, that of the Pynson Printers, of the Bartlett-Orr Press.

Another article by J. M. Bowles brings up the question of the modern impulses in types and printing, with the heading, "Must We Always Copy the Classics?"

The feature of the number which makes it of first importance is, of course, the exhibit of printing inserts produced by the best presses of the country and valuable not only as examples of the progress of printing technique in the country, but also as broadsides which can be used not only in printing schools as an inspiration to the workers but in bookstores, where the effectiveness of some of the pages could be of real help in window displays or in office decoration. Among those pages that might be of interest to the bookstore or to the library having an exhibit of books are the 4-color portrait of John Gutenberg, taken from an early picture; a few paragraphs by Edmund Gosse entitled "Our Little Book Room," handsomely printed in large broadside form by Rerra of Newark; a colorful page reproducing a poem called "The Love of

Printed Things," supplied by Young & McCallister of Los Angeles; a decorated page supplied by James K. Eaton, reprinting Eugene Field's popular and perhaps overquoted poem beginning, "Oh, for a book and a shady nooke." The public libraries will appreciate the beautiful drawing by Louis Ruyl of the New York Public Library, under which is the legend:

"To the Public Libraries of the United States, which by their display of books in the Graphic Arts Exhibits have cultivated a taste for better things in printing."

One page is made the occasion of a fine tribute to Bertram Goodhue, great architect and designer of type, who died this year. The tribute was written by Ingalls Kimball, who was early associated with Mr. Goodhue.

## Advertising to the Public Library

**A** DOUBLE page advertisement in the August *International Book Review* by E. P. Dutton & Co. supplies a new angle on publishers' promotion. The advertisement lists several of the famous Dutton series of standard books, as well as their new publications, and the headings of both pages contain the suggestion to the reader, "Let the librarian know what you want to read," and also "Books in series should be in every large library" and "If you can't order all you want of these books, have the others put in your local library."

This approach to the library's buying funds thru the public is similar to the advertising done by many English publishers who issue many announcements of their new books on Friday, suggesting that the titles be checked on the requests placed, over the week-end, with the big circulating libraries. Thus they create a pressure on the circulating libraries to buy the books involved.

## An Uncorrected Galley

### CABELLIANA

A note in the *Paris Tribune* says: "We recently met on the Ile Saint-Louis Mr. Don Gleason, the American painter. While in New York sometime ago, he told us, he was given a commission to decorate several rooms in the house of a well-known citizen of Manhattan who was a great admirer of Cabell's *Jurgen*. The painter it seems used this as the basis for his work and presented the Maecenas with decorations which were quaintly symbolical of the main events and the chief characters in the *Richmonder's* famous story, much to the amusement of the initiate."

### EASY COME, EASY GO

The late Hugo Stinnes had but one hobby outside of his devotion to his broadly scattered business interests. That was the collection of rare books. He was especially fond of having "No. 1" in limited and luxurious editions of famous works.

### ORIGINALS FOR SALE

"Robinson Crusoe's gun" has fetched \$1,250 at a London auction. Since collectors fall for that sort of thing, how about auctioning off (1) original looking-glass used by Alice in *Wonderland*; (2) genuine cheeses manufactured by the Swiss Family Robinson; (3) hypodermic set used by Sherlock Holmes, and till lately in the possession of the family of Dr. Watson; (4) wooden leg, the identical wooden leg worn by Long John Silver in "Treasure Island"?—*Chicago Tribune*.

### WE PREPARE

According to a plebiscite, the most popular modern book in America is Mr. Wells's "Outline of the History of the World." You can understand this. When a man intends to buy a place, he always gets a guide-book to the district beforehand.—*Punch (London)*.

### QUALIFIED TO TALK

Publisher—You say you have written a book entitled "Why Boys Go to College." What do you know about it—you're no college boy.

Fair Authoress—No, but I used to be a chorus girl.—*American Legion Weekly*.

## Personal Notes

LAWRENCE DRAKE, who is assistant to William F. Hobson the new manager of the book department of the White House, San Francisco, is broadcasting book news and reviews every two weeks and the attendant comment and result is encouraging.

MRS. HOBSON, wife of William F. Hobson of the White House, San Francisco, gave birth to a son, William Greer Hobson, on July 4, 1924.

FREDERICK ROY MARTIN, General Manager of the Associated Press has been elected a member of the Board of Directors of D. Appleton and Company.

LATHROP C. HARPER and his wife, whose pen name is Mabel Herbert Urner, sailed for Europe on the S. S. *La France* on July 29th.

## Business Notes

BILTMORE, N. C.—Frank E. Peckham of the Biltmore Press has opened a bookshop called the Biltmore Shop at 1 the Plaza.

BRUNSWICK, GEORGIA.—The Harley-Jones Co., P. O. Box 521, will open a stationery and book store August 15th.

CHICAGO, ILL.—Covici-McGee Co., publishers of 158 W. Washington Street, will in the future be known as Hyman-McGee Co.

NEW YORK CITY.—"The Literary Lobby," a new book shop will be opened in the foyer of the National Building, 25 West 43rd Street, this month. It will be under the management of Miss Schuster, sister of Max Schuster (of Simon & Schuster) and Mrs. Eleanor Rice Shire. A lending library will be included.

NEW YORK CITY.—Gabriel Wells, dealer in fine and rare books, will on August 1st, change his office from 489 Fifth Ave., to 145 W. 57th Street.

TACOMA, WASH.—Thomas E. Walsh, formerly of Raymer's Old Book Store, Seattle, has taken charge of the Tacoma store at 1317 Pacific Ave.

TUPELO, MISSISSIPPI.—S. W. Weatherall is to open September 1 the Tupelo Book and Stationery Store.



# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated (or best available date, preferably copyright date, in brackets) only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

**Activity (An) curriculum** for the kindergarten and the primary grades by members of the staff of the training school of the southern branch of the University of California, Los Angeles. 152p. front. D [c. '24] San Francisco, Harr Wagner \$1.50

**Alcott, Louisa May**

Little men; life at Plumfield with Jo's boys. 335p. il. (col.) O (Beacon Hill bookshelf) '24 c. '99-'01 Bost., Little, Brown \$2

Little women, or Meg, Jo, Beth, and Amy; with il. in color by Jessie Willcox Smith. 405p. O (Beacon Hill bookshelf) '24 c. '96-'15 Bost., Little, Brown \$2

**Aumonier, Stacy, and others**

Georgian stories, 1924. 344p. il. D c. N. Y., Putnam bds. \$2.50

Including stories by Phyllis Bottome, St. John Ervine, Aldous Huxley, P. G. Wodehouse and ten other noted English authors.

**Beckman, Theodore N.**

Credits and collections in theory and practice. 465p. O [c. '24] N. Y., McGraw-Hill \$4

**Beggars, Earl Derr**

Love insurance; il. with scenes from the photoplay [The reckless age]. 402p. il. D (Popular copyrights) [c. '14] N. Y., Grosset 75 c.

**Bible footlights.** 320p. il. D [c. '24] Atlanta, Ga., Southern Pub. Assn. \$3; fab. \$4

**Bogert, L. Jean**

Fundamentals of chemistry; a textbook

for nurses and other students of applied chemistry. 324p. il. O c. Phil., W. B. Saunders \$2.75

The author is a research chemist in the Henry Ford Hospital, Detroit.

**Bogger, Eugene Szekeres**

Psycho-graphology; a study of Rafael Schermann. 138p. D [c. '24] N. Y., Putnam \$1.75

An interesting study of script and the methods of an interpreter of handwriting.

**Bolton, Guy Reginald**

Polly preferred; a comedy romance of faith and salesmanship. 318p. front. (col.) D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

**Boreham, Frank W.**

Wisps of wildfire. 245p. D [c. '24] N. Y., Abington \$1.75

Essays which turn upon very human topics.

**Bower, B. M., pseud. [Bertha Muzzy Sinclair-Cowan; Mrs. Robert Elsworth Cowan]**

The Bellehelen mine. 308p. front. D c. Bost., Little, Brown \$2

The adventures of Helen Strong, who stubbornly persisted in opening up her father's old mine in the face of open opposition and secret enmity.

**Bram, Israel, M.D.**

Goiter: nonsurgical types and treatment. 497p. (bibls.) il. O c. N. Y., Macmillan \$6.50

A monograph presenting a vital subject from a clinical and practical medical standpoint, containing the nonoperative methods of treatment together with all the accepted theories regarding the disease.

**Alexander, Constance Grosvenor**

Saint Francis keeps Christmas at Greccio, 1223; a Christmas pageant. 16p. il. O c. '24 Wellesley, Mass., Wellesley Press apply

**Blake, Sidney Fay**

Revision of the American species of Rinorea; new plants from Venezuela; Hemibaccharis, a new genus of Baccharidinae. various p. il. O (Smithsonian inst., contribs. from U. S. nat'l herbarium, v. 20, pt. 13) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 20 c.

**Bohr, Niels**

On the application of the quantum theory to atomic structure; pt. 1, The fundamental postulates. 42p. O (Proc. of the Cambridge phil. soc.; supplement) '24 N. Y., Macmillan pap. apply

**Breeze, Rita Green**

Songs of the skyline. 32p. il. O [c. '24] Los Angeles, Cal., J. F. Rowny Press apply

**Browne, Mabel Montgomery**

Esther; a dramatization of Biblical history. 37p. D [c. '24] Nashville, Tenn., Cokesbury Press apply

**Brooks, Charles Stephen**

Luca Sarto. 186p. O [c. '22, '24] N. Y., Harcourt bds. \$2

A romantic play in four acts, first produced at the Play House, Cleveland, in 1922.

**Brooks, Nona L.**

Mysteries. 133p. D [c. '24] Denver, Col., Welch-Haffner Pr. Co. \$1.25

The mysteries of evil, illness and death as explained by the Divine Scientists.

**Burroughs, Edgar Rice**

Pellucidar; a sequel to "At the earth's core," relating the further adventures of David Innes in the land underneath the earth's crust. 322p. il. D (Popular copyrights) [c. '15, '23] N. Y., Grosset 75 c.

**Carhart, Ellen Soulé**

Overflow; poems. 80 p. front. (por.) D [c. '24] Bost., Badger \$2

**Carlyle, Anthony**

The fugitive millionaire. 289p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Published in England under the title of "The Tavern and the Arrows."

**Casserly, Gordon**

The red marshal. 314p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

**Cassidy, James [E. M. Story]**

A study of Browning's "The ring and the book." various p. O [c. '24] Bost., Houghton \$2

**Channing, Edward**

A students' history of the United States; 5th rev. ed. 688p. (bibls.) il. maps D '24 N. Y., Macmillan \$2.20

**Clark, Elmer T.**

Healing ourselves; the first task of the church in America. 368p. il. D c. Nashville, Tenn., Cokesbury Press \$1.50

A practical study of the problems facing Home Mission workers and Home Mission boards.

**Conkey, W. B., Co.**

What a business man should know about printing and bookmaking; rev. ed. 214p. il. D '22 c. '21 Hammond, Ind., [Author] fab. \$1

**Coolidge, Susan, pseud. [Sarah Chauncey Woolsey]**

What Katy did. 277p. il. (col.) O (Beacon Hill bookshelf) '24 c. '00, '24 Bost., Little, Brown \$2

Just as popular today as when first written back in 1872.

**Cooper, Courtney Ryley**

Lions 'n' tigers 'n' everything. 279p. il. D c. Bost., Little, Brown \$2

A book of thrills and funny stories of the animals who live behind the gilded bars in the circus menagerie.

**Danielson, Frances Weld**

Bible story book. 187p. il. D [c. '24] Bost., Pilgrim Press \$2

Great Biblical narratives retold for children from six to eight years old.

**Davenport, Frances Isabel**

Salvaging of American girlhood; a substitution of normal psychology for superstition and mysticism in the education of girls. 311p. D [c. '24] N. Y., Dutton \$3

An addition to the literature on sex-education for girls and young women.

**Davis, Elmer Holmes**

Times have changed. 300p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

**Day, Richard Edwin**

Dante. a sonnet sequence and other poems. 90p. O c. New Haven, Conn., Yale \$1.25

**De La Mare, Walter John**

Ding dong bell. 89p. D c. N. Y., Knopf \$1.75

Exquisite, fantastic stories in a combination of prose and poetry.

**Deland, Mrs. Margaret Wade Campbell**

The vehement flame; a novel. 378p. front. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

**Edelin, B.**

Minor swings of the stock market and their indications. 71p. O c. Phil., Dorrance \$1.75

**Flandrau, Grace Hodgson**

Being respectable; il. with scenes from the photoplay. 336p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

**Fletcher, Joseph Smith**

The Rayner-Slade amalgamation. 362p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

**Forster, Edward Morgan**

A passage to India. 322p. D [c. '24] N. Y., Harcourt \$2.50

A new novel by the author of "Howard's End," "A Room With a View," etc.

**French, Allen**

The story of Rolf and the viking's bow. 289p. il. (col.) O (Beacon Hill bookshelf) '24, c. '04, '24 Bost., Little, Brown \$2

A faithful and vivid portrayal of Iceland in its heroic age.

**Garis, Howard Roger**

The Curlytops at Sunset Beach, or What was found in the sand. 246p. il. D (Curlytops ser.) [c. '24] N. Y., Cupples & Leon 65 c.

**Chambers, Clyde R.**

Relation of land income to land value. various p. O (Dept. bull. 1224) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 15 c.

Digest of state laws relating to taxation and revenue, 1922. various p. O '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. \$1

Federal board for vocational education yearbook, 1923. various p. O '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 60 c.

**Franklin, Henry J., and others**

Cranberry harvesting and handling. various p. O (Farmers' bull. no. 1402) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 5 c.



**Gesta Romanorum**; entertaining stories invented by the monks as a fire-side recreation and commonly applied in their discourses from the pulpit whence the most celebrated of our own poets and others have extracted their plots; tr. by Charles Swan, with a preface by E. A. Baker. 492p. O (Broadway translations) [n. d.] N. Y., Dutton \$5

**Guy, Douglas S.**

Was holy communion insituted by Jesus A candid enquiry; with a foreword by the Bishop of Ripon. 223p. (bibl. footnotes) D '24 N. Y., Doran \$2.50

A Student Christian Movement publication on the source and meaning of the Eucharist in the light of changing religious beliefs.

**Hadley, Chalmers**

Library buildings; notes and plans. 154p. il. Q '24 Chic., American Lib. Assn. \$3.50

**Hankins, Arthur Preston**

Cole of Spyglass mountain. 309p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

**Hartman, Carl Gottfried, and Bibb, Lewis Bradley**

First book of health; a text book of personal hygiene for pupils in the lower grades; 1924 revision. 155p. il. D '24 c. '12-'24 Yonkers, N. Y., World Bk. Co. 88 c.

**Hart, William Surrey**

Injun and Whitey; a story of adventure. 317p. il. D (Golden West boys) [c. '19] N. Y., Grosset 75 c.

Injun and Whitey strike out for themselves. 279p. il. D (Golden West boys) [c. '21] N. Y., Grosset 75 c.

Injun and Whitey to the rescue. 306p. il. D (Golden West boys) [c. '22] N. Y., Grosset 75 c.

**Hayward, Arthur L**

Colloquial Italian. 142p. D [n. d.] N. Y., Dutton \$1.60

Covers every grammatical rule of importance and is sufficiently complete to give the student a thoro working knowledge of the language.

**Hichens, Robert Smythe**

December love. 544p. D (Popular copyrights) [c. '21, '22] N. Y., Grosset 75 c.

**High School Students of New York City**

Our city—New York; a text-book in city government. 431p. il. D [c. '24] Bost., Allyn & Bacon \$1.20

Themes written by high school boys and girls in New York City under the supervision of Frank A. Rexford.

**Hill, Edward Burlingame**

Modern French music. no p. il. O '24 Bost., Houghton \$4

**Hill, Merton E., comp.**

Patriotic writings for American students; a course of study in American ideals. 435p. D c. San Francisco, Harr Wagner \$1.50

A graded collection of speeches, poems, documents, etc., by great Americans.

**Hull, William Harold**

The reprisal. 204p. D c. Phil., Dorrance \$2

A story of the Far West.

**Irwin, Wallace Admah**

The golden bed. 437p. D c. N. Y., Putnam \$2

Easy fortune had given to Flora Lee Peake a Golden Bed but Admah Holtz, who loved her, was born on a rough straw mattress in a "poor white's" farmhouse.

**Jackson, Mrs. Helen Marie [Fiske] Hunt**

Nelly's silver mine; a story of Colorado life. 332p. il. (col.) O (Beacon Hill bookshelf) '24, c. '78, '06, '20, '10 Bost., Little, Brown \$2

This story has never lost its allure for children. It begins on Christmas Day in a New England parsonage and takes Nelly and her twin brother Bob, to Colorado and interesting experiences there.

**Jeffrey, G. B.**

Relativity for physics students. 158p. D [n. d.] N. Y., Dutton \$2.40

**Jones, Mary Evelyn Monckton**

Ancient Egypt from the records. 255p. il. D [n. d.] N. Y., Dutton \$3

A simple, readable account of the romance, adventure and achievement of ancient Egypt.

**King, Georgiana Goddard**

Pre-Romanesque churches of Spain. 248p. il. S (Bryn Mawr notes & monographs, 7) c. N. Y., Longmans limp. cl., \$2.50

By the professor of the history of art in Bryn Mawr College.

**Latchaw, Gladys**

Altars to Javeh [verse]. 38p. D [c. '24] Bost., Badger \$1.75

**Laurie, Maxwell**

The shameless innocent. 246p. D c. N. Y., Duffield \$2

Educated in a convent, Glorinda is abruptly propelled into the sophisticated world, with results as amazing to the sophisticates as to herself.

**Lewinski-Corwin, Edward Henry, comp.**

The hospital situation in greater New York; report of a survey of hospitals in New York City by the public health committee of the New York academy of medicine. 272p. il. O c. N. Y., Putnam \$5

**Lewis, Edwin**

Jesus Christ and the human quest; suggestions toward a philosophy of the person and work of Christ. 388p. O [c. '24] N. Y., Abingdon \$3

An interpretation of the relation of Jesus Christ to human need, written for the average minister, theological student and layman.

**Gregg, Eugene Stuart**

Rate procedure of steamship conferences. 18p. O (Trade inf. bull. no. 221; bur. of foreign and domestic comm.) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Keith, M. L.**

Plan book, v. 1; bungalows; 2nd ed. 112p. il. O '24 Milwaukee, Wis., C. N. Caspar pap. \$1.25

**Kohn, David**

Ideals—the music of soul's ambition. 4p. T c. '24 Oklahoma City, Okla., Lyric Bk. Shop pap. 10 c.

**Lincoln, Edward Andrews**

Beginnings in educational measurement. 151p. diagrs. D (Lippincott's educational guides) [c. '24] Phil., Lippincott \$1.60  
Information on educational tests and scales for the use of the teacher.

**Lipsett, C. H.**

U. S. war surplus, its source and distribution, 1917-1924. 144p. il. O c. N. Y., Atlas Pub. Co., 150 Lafayette St. \$3

**Locke, Charles Edward**

The eternal masculine. 294p. D [c. '24] N. Y., Methodist Bk. Concern \$2  
"What a strange, chimerical, chaotic prodigy is this thing called man!" says Bishop Locke in his introduction.

**Lounsbery, Mrs. H. C.**

A syllabus of hygiene for the lower grades of the public schools; a guide for the teacher. 177p. D [c. '24] Huntington, W. Va., [Author], 1667 Fifth Ave. \$1.25

**Macfarland, Charles Steadman**

International Christian movements. 223p. front. D [c. '24] N. Y., Revell \$1.75  
By the general secretary of the Federal Council of the Churches of Christ in America.

**McGovern, Milton**

When the moon became a Chinaman. 326p. D [c. '24] N. Y., P. J. Kenedy \$1.75  
A book of short stories.

**Machen, Arthur**

Ornaments in jade; lim. autographed ed. 46p. O '24 N. Y., Knopf \$10  
Essays or short stories all concerned with the mystic ornaments and all strung on a single thread or theme.

**Macmahon, Henry**

The ten commandments; a novel; il. with scenes from the photoplay. 236p. D (Popular copyrights) [c. '24] N. Y., Grosset 75 c.

**Marshall, Frank J., and Macbeth, James Cruickshank Henderson**

Chess step by step. 319p. il. D [c. '24] N. Y., Dutton \$3.50  
Chess fundamentals by two distinguished experts.

**Masefield, John**

Martin Hyde, the duke's messenger. 289p. il. O (Beacon Hill bookshelf) '24 c. '09, '10 Bost., Little, Brown \$2  
A story for boys laid in the time of James II, written by one of England's foremost living poets.

**McClure, Wallace**

A new American commercial policy; as evidenced by section 317 of the tariff act of 1922. 397p. (bibl.) O (Columbia univ. stud. in hist., econom. and pub. law, v. 114, no. 2) c. N. Y., Longmans pap. apply

**McNeile, Herman Cyril**

A scrap of paper. 22p. D c. '24] N. Y., Doran apply

Manual of the International list of causes of death, based on the third decennial revision by the International comm., Paris, Oct. 11 to 15, 1920. various p. O '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 70 c.

**Morris, C. R., and Morris, Mary**

A history of political ideas. 202p. D '24 N. Y., Putnam \$2.50  
Political thought traced from the Greek republic to the modern state.

**Munroe, James Phinney**

A life of Frances Amasa Walker. 456p. il. O '23 c. N. Y., Holt \$4  
The biography of an eminent American who was active as a soldier, a statistician, an economist, an administrator and an educator.

**National Conference of Methodist Students**

Through the eyes of youth; industry, race, war, public opinion, the church. 193p. front. D [n. d.] N. Y., Abingdon \$1  
An account of the national conference of Methodist Students, Louisville, Ky., Apr. 18-20, 1924.

**Ousley, Clarence**

Background of American government. 201p. D [c. '24] Dallas, Tex., Southern Pub. Co. \$1  
Prepared originally as lectures to the advanced students of the Agricultural and Mechanical College of Texas, and now revised for more general use.

Outline of readings in important books; prepared for the general honors course in Columbia university. 124p. O c. N. Y., Columbia Univ. Press bds. \$1.75

**Pace, Charles Nelson**

Pictures that preach. 176p. il. D [c. '24] N. Y., Abingdon \$1  
Short sermons on famous pictures, by Raphael, Michael Angelo, Da Vinci, Millet, Hunt, etc

**Palm, Andrew J.**

The league of nations; reasons why the United States should join other nations to bring universal peace and avoid the wickedness and expense of war. 329p. O [c. '24] Meadville, Pa., The League of Nations Co. \$2

**Parkes, Mrs. Anna L.**

The unconscious influence. 224p. D c. Bost., Stratford \$2  
A novel with the scene a small town in Ohio.

**Peck, George Clarke**

Flashes of silence. 232p. D [c. '24] N. Y., Abingdon \$1.50  
Thirty-two brief talks to layman and churchman.

**Pedler, Margaret**

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**Martin, John H., and Leighty, Clyde E.**

Experiments with emmer, spelt, and einkorn. various p. O (Dept. bull. 1197) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 10 c.

**Merchants Nat'l Bank**

Statistical analyses of the cotton industry; 2nd revision. no p. O [c. '24] Bost., [Author] apply  
Oakley, R. A., and Westover, H. L.  
How to grow alfalfa. various p. O (Farmers' bull. No. 1283, rep.) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 5 c.

**Paul, J. W., and others**

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**Penrose, Margaret**

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The radio girls at Forest lodge, or The strange hut in the swamp. 204p. il. D (Radio girls ser.) [c. '24] N. Y., Cupples & Leon 65 c.

**Pertwee, Ernest Guy**

The reciter's treasury of verse, serious and humorous; rev. and ed. with very many new poems by Ernest Guy Pertwee; with an introd. on The art of speaking 806p. O '24 N. Y., Dutton \$3

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**Pound, Roscoe**

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Corporate reorganization and the federal court. 176p. D '24 N. Y., Baker, Voorhis & Co. \$2.50

The other authors are Robert T. Swaine and Roberts Walker.

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An analysis of our western civilization, its religion, morality, art and science, as an expression of the gentile way of life.

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**Selfridge, Thomas O., Jr.**

Memoirs of Thomas O. Selfridge, Jr., rear admiral, U. S. N.; with an introd. by Capt. Dudley W. Knox. 300p. il. O c. N. Y., Putnam \$2.50

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dad. 76p. il. O (Ill. biol. monographs, v. 8, no. 3) '24 Urbana, Ill., Univ. of Ill. pap. \$1.25

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A New Bedford lad's three years on a whaling ship, just before the Civil War.

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Narrative technique; a practical course in literary psychology, based upon the theories

and methods of Walter B. Pitkin of the School of Journalism, Columbia University. 500p. D [c. '23] N. Y., Harcourt \$2.50

A practical course in plot-making designed primarily for the beginner. The author was formerly fiction editor of "Collier's Weekly."

**Van Amburgh, W. E.**

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**Waterfield, Clough A.**

The road to Christmas. 71p. front. S [c. '24] N. Y., Abingdon 75c.

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**Weil, Dr. Arthur**

The internal secretions; for the use of students and physicians; tr. by Jacob Gutman. 305p. il. O c. N. Y., Macmillan \$4

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**Wells, Carolyn [Mrs. Hadwin Houghton]**

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**Wheeler, Joseph L.**

The library and the community; increased book service through library publicity based on community studies. 417p. il. O c. Chic., American Lib. Assn. \$2.85

**White, William Alanson**

An introduction to the study of the mind, for the use of medical students, beginners in psychiatry, social workers and all those interested in mental hygiene. 123p. (bibl. footnotes) O (Nervous and mental disease monograph, ser., no. 38) '24 [Wash., D. C., Nervous and Mental Disease Pub. Co., 3617 10th St., N. W.] bds. \$2

**White, William Patterson**

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Harcourt



## Old and Rare Books

Edited by Frederick M. Hopkins



THE current catalog of Bernard Quaritch, Ltd., of London, is devoted to "standard English books, including translations, printed since the beginning of the eighteenth century." It contains 200 pages, 3,252 items, and has a large representation of first editions of Victorian authors, many of them presentation and association copies. Among the rarer lots is a set of the first four editions of Walton's "Angler," 1653-68, priced at \$5,000.

THE Beaumont Press of London announce the publication of "Madrigals and Chronicles," being newly found poems written by John Clare, edited with a preface and commentary by Edmund Blunden. The book will have three collotype portraits of the poet, woodcut half titles, and a cover design by Randolph Schwabe. The edition will be printed in three limited sections: 210 copies on handmade paper, 80 copies on Japanese paper, and 8 copies on pure vellum.

ANOTHER book of interest to the Lincoln collector just published is "Abraham Lincoln, Master of Words," by Daniel Kilham Dodge, professor of English in the University of Illinois. A special feature of the book is the study of the contemporary reception, by the newspapers, magazines and public men of Lincoln's Gettysburg address. As a result of this examination the fact seems to be clearly established that, while the majority of persons failed to recognize the supreme merits of the address, there were a few discriminating critics, like George William Curtis and J. G. Holland, who realized that Lincoln had sounded the key-note of the occasion more effectively than the orator of the day. Among the few discerning appreciations was that of the joint special committee of Boston in their report.

THE First Edition Club of London has just issued a "Bibliography of the First Editions of William Butler Yeats" compiled by A. J. A. Symons. Full bibliographical details of forty-six of his books are given, beginning with "Mosada" a dramatic poem reprinted from the *Dublin University Review* in 1886 and ending with "The Trembling of the Veil," published in 1922. The edition is printed on parchment paper and is limited to 500 copies. R. R. Bowker & Co. are the selling agents for the copies assigned for American collectors.

IT is reported that the MacGeorge library recently sold at Sotheby's in London, cost its owner £7,000, most of the books having been bought about thirty years ago. The 1,484 lots realized £32,062, the advance in value was, of course, upon a small minority of rare items. For instance, a copy of Dickens's "Pickwick Papers," 1836-37, in the original parts, which brought £1,400, cost only £100. Gray's "Elegy," 1751, which sold for £74 at Sotheby's in 1893, fetched £1,550. And there were many other items that showed extraordinary advances.

A NEW biography of Keats, by Amy Lowell, will be published by Houghton Mifflin Company in October. The volume will be of interest to Keats collectors because it will include seven hitherto unpublished letters by the poet and five unpublished poems, besides excerpts from some recently discovered letters from Fanny Brawne, which are said to throw light on a new angle of Keats's love story. The biography itself is said to make important additions to the study of Keats's life and work. Written by a poet, yet there is nothing fanciful, it is fact illuminated by imagination. It will be illustrated with thirty-two portraits, prints and facsimiles.

GABRIEL WELLS is having a "perfectly splendid time" on his annual vacation in Europe. He has spent several weeks in London among the book shops and at Sotheby's. He has some very choice rarities to show for it. He is now in France and by the time that this paragraph is in print will have made a round of the book shops of Paris. From France he will go to Hungary. Soon after his departure, notice was served that the building at 489 Fifth Avenue, where his book shop has been located for many years, was to be remodelled at once. Mr. Royce has been busy for several weeks moving and settling at 145 West 57th Street, in excellent accommodations in a new fireproof building.

A FEW weeks ago, we had the pleasure of announcing the establishment of The Fleuron Press by L. A. Braverman, 436 Rockledge Avenue, Cincinnati, a new private press devoted to giving expression to the best traditions of fine printing and book making. And now we have the added pleasure of announcing its first publication. It is the Lang translation of the old French legend, "Aucassin and Nicolette," printed from Garamond type, handset, on Old Stratford paper, 4½ by 4 inches in size, 80 pages, with six full page drawings by Glenn Tracy, and limited to 500 copies. All details have been well coordinated and the result is a most successful and charming little volume. Book lovers who have the good fortune to own a copy will look for other publications of this press with interest.

CONSIDERABLE attention was given throughout France to the centenary of the birth of Alexandre Dumas, the younger, which occurred on July 27th. The press had much to say about both father and son, contrasting the character of their writings. The younger Dumas once showed this divergence between his father and himself very clearly in a single paragraph. "I received," he said, "the dramatic instinct from my father. He was born in a poetic and picturesque age; he was an idealist. As for me, I came into the world in a period of materialism; I was a realist. The difference is shown in the way we handle a theme from the inception to its completion. My father found his subjects in dreams; I take them from reality. He worked with his eyes closed, I work with them open. He eschewed the world, I identify myself with it. He designed, I photograph. He starts from an act, I start with an idea."

ON September 15th, the Harvard University Press will publish three limited editions that will be of interest to lovers of fine typography. The first is an 80 page post octavo volume containing three essays by D. B. Updike of the Merrymount Press. The title is "In the Day's Work," concerned with various aspects of printing, limited to 250 copies, numbered and signed. There will be eleven illustrations, four in two colors. The title page will be in two colors and will have a different design from the trade edition. Another book is a reprint of "The Pilgrimage of Robert Langton," a pamphlet first published on November 18, 1523. For many years this pamphlet was known only by hearsay, but recently a copy came to light in Lincoln Cathedral. This edition is limited to 755 copies printed at the Harvard University Press under the supervision of Bruce Rogers. It is said to be a particularly dainty volume and should have a considerable interest. The third volume is "A Most Friendly Farewell to Sir Francis Drake," by Henry Robarts. This pamphlet is of prose and poetry, printed partly in italic and partly in black letter. It was originally published on the occasion of Drake's expedition to the West Indies in 1585, one of the important incidents that culminated in the Armada. The reprint reproduces a copy recently found in the library of Lincoln Cathedral, one of two known copies, the other now in the library of Henry E. Huntington. This edition reproduces the original as closely as modern types will permit. It is limited to 755 copies, also printed at the Harvard University Press under the supervision of Bruce Rogers.

## Auction Calendar

**Monday afternoon, August 18th, at 2 o'clock.** Interesting books from various collections, including up-to-date fiction, general literature, American authors, etc. (No. 336; Items 277.) The Walpole Galleries, 12 W. 48th St., New York City.

## Catalogs Received

**Autographs.** (No. 7900; Items 109.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

**Rare books, embracing Americana, architecture, art, birds, drama, furniture, travel, etc.** (No. 61; Items 599.) Powner's Book Store, 542 South Spring St., Los Angeles, Cal.

**Rare and standard works on exact and applied science.** (No. 789; Items 1822.) Henry Sotheran & Co., 130, Strand, W. C. 2, London, England.

**Books and prints, modern first editions, old books, illustrated books, etc.** (No. 69; Items 1528.) F. C. Carter, 71 Middle Lane, Hornsey, N. W., London, England.

**Books from half-price book sale: Travel, history, literature, etc.** (No. 33; Items 233.) Dawson's Book Shop, 627 S. Grande Ave., Los Angeles, Cal.

**Fine and interesting lot of A. L. S., L. S., D. S. signatures, etc.** (No. 500; Items 730.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.



Issued Every Saturday

**The Publishers' Weekly**

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## The Weekly Book Exchange

### Books Wanted and For Sale

Under Books Wanted subscribers are charged 15c a line (no charge for address); all other classified ads. 20c for each line. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

**BOOKS WANTED**

A. B. C., care Publisher's Weekly  
 Hunt's Merchants Magazine, vols. 1-63, complete.

J. N. Adam & Co., Buffalo, N. Y.  
 McQueen, Peter, In Wildest Africa.

Alcove Book Shop, 936 B'way, San Diego, Cal.  
 Church history, 5 vols. or more, e. g., Schaff.  
 Constable, Duration and Nature of Future Punishment; Retribution of All Things.  
 DeSade, Marquis, novels in French or English.

Allan, care of Publishers' Weekly  
 Wright, The Creative Will, preferably new; The Man of Promise, preferably new; Modern Painting, with color reproductions.  
 Oxford English Dictionary, parts or complete.

Amer. Bap. Pub. Soc., 1701 Chestnut St., Phila.  
 The Religion of Israel, by H. S. Peake.

Amer. Bd. of Comm. for Foreign Missions, 14 Beacon St., Boston.

Moulton, Library of Literary Criticism, 8 vols.; edition offered must be in saleable condition.

W. H. Andre, 607 Kittredge Bldg., Denver, Col.  
 Wise Edition of Hubbard's Little Journeys.

A. S. Arnold, Box 36, Metuchen, N. J.  
 Books on Ancient Egypt, Hieroglyphs, History, etc.  
 Odd vols., Egyptian Exploration Societies.

Associated Adv. Clubs, Bk. Ser. Dept., 383 Madison Ave., N. Y.

Boswell's Life of Johnson, edited by Birbeck Hill, in six vols.

Auditorium Bk. Store, 1407 Arapahoe St., Denver  
 Greek Sculpture, Edmund von Mach.

Bailey's Bk. Store, Vanderbilt Sq., Syracuse, N. Y.  
 The Seigneur de Beaufoy, Hamilton Drummond.  
 The Cloistering of Ursula; A Man at Arms, Clinton Scollard.

King Behind a King; Martin Valiant; Red Saint; Warward Deeping.  
 Maid Margaret of Galloways, S. R. Crockett.

William M. Bains, 1213 Market St., Phila.

Hereward Carrington's Vitality, Fasting and Nutrition.

Bap. Stand. Pub. Co., 204 Browder St., Dallas, Tex.  
 Memoirs of P. P. Bliss.

Barn Book Shop, 36 Joy St., Boston

Introduction to Quaternions, by Kelland, Tait, and Knott.  
 Elements of Quaternions, by A. S. Hardy.  
 Principia Mathematica, Bertrand Russell.  
 Any books on Quaternions.

Beach's Bookshop, 418 N. Meridian St., Indianapolis  
 Green Valley, by Katherine Reynolds.  
 Jay Gould Harmon with Maine Folks, by George S. Kimball.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.  
 Peterson Banking, Sampler's Code.  
 Western Union, Lieber 5-Letter Codes.  
 Any American-Foreign Language Code.

The Best Cellar, 1623 H. St., Wash., D. C.

Homer's Odyssey, trans. by George H. Palmer, Houghton Mifflin, 1891.

Book Shelf, 15 Garfield Pl., Cincinnati, Ohio.

Book of the Sail Boat, by A. H. Verrill.  
 Master Johann Dietz, Being The Faithful Description of his Life, etc.  
 Don Quixote, illusd. by Gustave Dore.  
 Party Battles of the Jackson Period.

Book Shop, 219 N. Second St., Harrisburg, Pa.  
 Contemporary Portraits, 2d Series, Frank Harris.

Book Shop, Davenport Hotel, Spokane, Wash.  
 L. Adams Beck, The Ninth Vibration.

Booke Shop, 4 Market Sq., Providence, R. I.

Loeb, Comparative Physiology of the Brain and Comparative Psychology.

Boston Bookman, 104 Robinwood Ave., Boston 30

R. L. Stevenson, all items; all catalogs.

## BOOKS WANTED—Continued

**Charles L. Bowman & Co., 118 E. 25th St., N. Y.**  
 Lightning Conductor Discovers America, C. & M. Williamson.  
 Bible Rimes for the Not Too Young, Kummer.

**Brandt & Kirkpatrick, 101 Park Ave., N. Y.**  
 Phoebe & Ernest; Phoebe, Ernest and Cupid; The Happy Years, by Inez Haynes Irwin.

**Brentano's, 218 S. Wabash Ave., Chicago**  
 Austey, Dr. Martin, Romance of Bible Chronology. 2 vols., 2 sets, Marshall Bro., London, 1913.  
 Carus, History of the Devil.  
 Crockett, Black Douglas.  
 Davis, Manufacture of Portland Cement.  
 Elwell, The Free Range.  
 Palmer, Over the Pass.  
 Use of Color in the Verse of the English Romantic Poets.  
 Woolson, The Old Stone House.

**Brentano's, 5th Ave. & 27th St., New York**  
 Brewster's Memoirs of Sir Isaac Newton.  
 Works of Thomas Shadwell.  
 Poems of Aphra Behn.  
 Anything by Samuel Daniel.  
 Founders of Mass. Bay Colony.  
 Swift's Poetical Works.  
 Lilly's Euphuus.  
 Exposition of U. S. Constitution, by Justice Story.  
 Calderon, Six Dramas, Fitzgerald trans. pub. by Luce.  
 Life and Letters of Page, Autograph Edition.  
 Diary of Philip Hone.  
 Susan Weiss, Home Life of E. A. Poe.  
 George Isle, Leading American Inventors.

**M. M. Breslow, 1 Bible House, 4th Ave. & 9th St., New York**

Appleton, Thos. Gold, any titles.  
 Mathews, Cornelius, Career of Puffer Hopkins.  
 Bird, Robt. Montgomery, Adventures of Robin Day; Peter Pilgrim.  
 Philemon Perch, Dukesborough Tales.  
 Howe, E. W., The Mystery of the Locks.  
 Adams, Abigail, Letters.  
 Kirkland, Western Clearings.  
 Alcott, Bronson, Table Talk.

**Brick Row Bk. Shop, 19 E. 47th St., New York**  
 Ring Lardner, Young Emigrants.  
 The Three Kingdoms, pub. by Kelly & Walsh at Shanghai.  
 Dante, translated by Eleanor Murray.

**Bridgman & Lyman, Northampton, Mass.**  
 Hazens, American Opinion of the French Revolution.

**Morris H. Briggs, 5113 Kimbark Ave., Chicago**  
 Anything by, about or referring to Roosevelt, Lincoln and Wilson; first editions, pamphlets, autographs, songs, songsters, cartoons, scrapbooks, memorials and broadsides especially wanted.  
 Anything, especially pamphlets on California, Ore., Mormons, Indians, Texas, Ariz., Ill., Chicago and other Far and Middle Western material.  
 Lists or catalogs of first edns., Americana and miscellaneous books welcomed at all times; describe fully; quote best prices, prepaid for cash.

**Britannica Bookshop, 342 Madison Ave., N. Y.**  
 Mechanistic Conception of Life; Organism as a Whole; Forced Movement Tropisms Animal Conduct, Jacques Loeb.  
 Univ. Ext. Past, Present and Future, Mackinder and Sadler, Cassell.  
 Arien, Michael, London Venture; Romantic Lady.

**Brockmann's, Charlotte, N. C.**  
 LeGallienne, Painted Shadows.  
 Do Elephants Forget?  
 Dog Cruso and His Master.

**P. H. Brouellet, Norfolk, Va.**  
 New or second hand.  
 Major Jones' Courtship, pub. by J. S. Ogilvie.  
 That Lass O'Lowrys, Frances H. Burnett.

## P. H. Brouellet—Continued

Lady Audley's Secret, Mrs. M. E. Braddon.  
 Forest House, Mrs. Holmes.  
 American Patrician, Alfred H. Lewis.  
 The Satyricon of Petronius.  
 History of Scottish Clans, Alexander McKenzie.

**Burrows Bros., 633 Euclid Ave., Cleveland, Ohio**  
 Sauveur, Metallography and Heat.  
 Treatment of Iron and Steel.  
 The Cavavanners, by Arnim, cloth ed.

**Campion & Co., 126 S. 16th St., Phila.**  
 Renan's Life of Jesus, pub. by Humphreys.  
 St. Nicholas Magazine, Nov., 1920.  
 Book of Pyrenees, Baring, Gould.  
 By the Waters of Sicily, by Norma Lorimer.  
 Women and Things, Harper, pub.

**C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.**  
 Drexler, Watch Repairing.  
 Barbara Ubrik.  
 Priest's Looking Glass.  
 Ten Knight's Entertainment.  
 Gay Paris.  
 Bishop Grafton's Works, vols. 1 and 3.  
 Latter Day Saints, about 1890.  
 Rawlinson's Five Great Monarchies.  
 People's Reference Book.  
 Machen, Chronicles of St. Clemendy.  
 Spalding, Glimpses of Truth.  
 Bancroft, History of U. S., vol. 10.

**George M. Chandler, 75 E. Van Buren St., Chicago**  
 Acheson, Shakespeare and the Rival Poet.  
 Adams, J. Q., Memoirs, 12 vols.  
 Baring, Gould, Curious Myths, etc.  
 Buchan, Thirty-nine Steps; Green Mantle.  
 Bell, Reminiscences of a Ranger, 1881.  
 Colden, Five Nations, 1747.  
 Conway, Omitted Chapters of History, Putnam.  
 Cook, Authorized Revision of Bible, Putnam.  
 Dana, Lincoln and His Cabinet, 1899.  
 LeBon, Psychology of Peoples.  
 Lewis and Clark, Travels, 2 vols., 1814.  
 Monahan, At Sign of the Van.  
 Morgan, Catalog of Chinese Porcelains, 2 vols., 1904-11.  
 Nichols, English Pleasure Gardens.  
 Phillips, L. M., Art and Environment, Holt.  
 Pirates Own Book, 1st ed., Boston, 1837.  
 Root and Connelley, Overland Stage, Topeka, 1901.  
 Shea, Exploration of Miss. Valley, 1853.  
 Song of Roland, Riverside Press, limited ed.  
 Thoreau, Walden, illus. ed., 1 vol.  
 Tiffany, Studio Catalog of Chinese Rugs.  
 Transactions of Proceedings of Society of American Engineers, vol. 81.  
 Tredwell, Chinese Art Motives.  
 Voss, Voyage of Paper Canoe.  
 Weitenkamp, American Graphic Arts.  
 Whitman, Leaves of Grass, 1st ed., 1855.  
 Whitney, On Circuit with Lincoln.  
 Wilson, Aristocrats of the Garden.

**Chicago Public Library, Order Dept., Chicago**  
 Lewes, G. H., Problems of Life and Mind, vol. 4.

**R. F. Clapp, Jr., 36 N. Pearl St., Albany, N. Y.**  
 Little Old Lady, by Ellen Hoyt Brainerd.

**Arthur H. Clark Co., 4027 Prospect Ave., Cleveland**  
 Antrim, J., History of Champaign and Logan Co.'s, Ohio.  
 Belmont Co., Ohio, Centennial History, by A. T. M. C. McKelvey.  
 Heroes and Hunters of West, 1857.  
 Sarchet, Guernsey Co., Ohio.  
 Shelby Co., Ohio, History, 1883.  
 Simpkins, J. D., Early History, Anglaize Co., Ohio.  
 Sutton, R., Anglaize Co., Ohio, with Indian History, Wapakoneta.  
 Orcutt, History of Town of Derby, Conn.; History of Stratford, Conn.

**John Clark Co., 1783 E. 11th St., Cleveland**  
 Marshall, Christopher, Extracts from Diary in Philadelphia and Lancaster during the Revolution.



## BOOKS WANTED—Continued

**Clement's Library, Univ. of Mich., Ann Arbor, Mich.**

Amer. State Papers, For. Rel., fol. ed.  
T. Lyman, American Diplomacy, 1828 ed.  
Diplomatic Corr. of U. S., 1783-89.

**College Bk. Store, Columbus, Ohio.**

Santayana, Three Philosophical Poets, Scribner ed.

**Colonial Society, Box 343, Richmond, Va. (Cash)**

Beyer, Album of Virginia.  
Boye, Map of Virginia.  
Brown, The Cabells and Their Kin.  
Byrd, Westover Mss., 1841, imperfect may do.  
Goode, Virginia Cousins.  
Grigsby, Va., Conventions, 1776; 1829-30.  
Hening's Statutes and Index.  
Fithian's Journal.  
Howison's Criminal Trials, pamphlet.  
Little, History of Richmond, Va., pamphlet.  
Maury, Memoirs of Huguenot Family.  
Simcoe's Journal, 1844, imperfect may do.  
Va. Illustrated, other good Va. items.

**Columbia Univ. Press Bookstore, 2960 B'way, N. Y.**

Edmunds, Hist. Summary of Eng. Literature.  
Mencken, Philosophy of Fried. Nietzsche.  
Masson, Life and Times of Milton, vol. vii. only.  
Robie, Sex Histories.  
Robie, Art of Love.  
Kipling, In the Interest of the B. ethren, Hearst's Magazine.

**Cornell Co-operative Society, Ithaca, N. Y.**

Sheldon, Student Life and Customs, pub. Appleton.

**Cottlow The Bookman, 1700 Third Ave., New York**  
Britton Manual of the Flora of U. S. and Canada.

**T. O. Cramer's Book Store, 1321 Grand Ave., Kansas City, Mo.**

Shakespeare Commentaries, by G. G. Gervinus, trans. by F. E. Bunnett.

**Dauber & Pine, Inc., 83 Fourth Ave., New York**  
Jordan & Enerman, Fisheries of N. & M. America, 3 vols.

Jackson, Dr., Orthodontia.  
Hollman, 600 Talking Points.  
Danziger, Jewish Forerunners to Christ.  
Van Loon's Sporting Stories.  
Russell, The Ship—Her Story.

Lankester, Extinct Animals.  
Pearson, Grammar of Science, 2nd ed.  
Muller, Sacred Books of the East.  
English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.

**Davis & Nye, Inc., 60 Bank St., Waterbury, Conn.**  
The Prince Chap, Edward Peple.

**Naismith Dawson, 830 Seventh Ave., New York**  
Kashmir and Its Shawls, Anon, 1875.  
The Work of Edward Deakin.  
Flying Islands of the Night, illus. by Franklin Booth.  
Innes, Schools of Painting, American ed.

**Dixie Bus. Bk. Shop, 140 Greenwich St., New York**  
Choice and Chance, Witworth, latest ed.

**Doubleday, Page Bk. Shop, 55 Liberty St., N. Y.**  
Annals of N. Y., Academy of Sciences, 1915.  
Bulletin of American Museum of Natural History, vol. 35, 1916.  
History of Land Mammals in Western Hemisphere, W. B. Scott.  
Chatterbox, 1880.

**James F. Drake, Inc., 14 W. 40th St., New York**  
Aldrich, Story of a Bad Boy, 1870.  
Arnim, Fraulein Schmidt, 1907.  
Any Louis Becke 1st eds.

## J. F. Drake—Continued

Any Bliss Carman 1st eds.  
Any Willa Cather 1st eds.  
Cook, Fifty Years on Frontier, 1st ed.  
Any Stephen Crane 1st eds.  
Dana, Two Years Before Mast, 1840.  
Da Vinci, Thoughts on Life, Updike.  
Davis, Cuba in War Time, 1897.  
Dickenson, Poems, 3 vols., 1st ed.  
Don Marquis, Noah-Joah & Capt. Smith, 1st ed.  
Finnerty, War Paths and Bivouacs, 1st ed.  
Five Famous Missourians, 1900.  
Frankau, Seeds of Enchantment, 1st ed.  
Any John T. Foote 1st eds.  
Hawthorne, House of Seven Gables, 1851.  
Hearn, Diary of Impressionist, 1911; La Cuisine Creole, 1885.  
O. Henry, Four Million, 1906; Voice of City, 1908.  
Any Joseph Hergesheimer 1st eds.  
Holmes, Mechanism in Thoughts and Morals, 1871.  
Hough, Story of the Outlaw, 1906.  
Huneker, Iconoclasts, 1905; Steeplejack, 2 vols., 1920; Visionaries, 1905.  
Any James Joyce 1st eds.  
King, Colonel's Daughter, 1st ed.  
Kipling, Army of a Dream, 1904; Dipsy Chanty, 1899; Love Beyond Pale, Aug., 1890; Note Book No. 9, 1899; A Patrol Song, 1909.  
LeGallienne, Odes from Divan of Hafiz, 1903.  
Any H. L. Mencken 1st eds.  
Meredith, Chillianwallah, Marion Press, Jamaica, N. Y.; Evan Harrington, 1860; Modern Love, Macmillan, 1892.  
Any Edna Millay Auto. & Ltd. 1st eds.  
Any Christopher Morley 1st eds.  
Any Edgar A. Poe 1st eds.  
Auto. Signature of W. H. Harrison.  
Auto. Signature of W. G. Harding.  
Auto. Signature of Calvin Coolidge.  
Any Theodore Roosevelt Auto. 1st eds.  
Sailing Ships of New England, 1st ed.  
Any Edgar Saltus 1st eds.  
Stevenson, Weir of Hermiston, 1896.  
Tabb, Lyrics, 1897.  
Any Booth Tarkington 1st eds.  
Any Arthur Train 1st eds.  
Wharton, Ethan Frome, 1911.  
Wheeler, Book on Fifth Cavalry, 1st ed.  
Wilson, Make or Break, 1st ed.  
Any Woodrow Wilson Auto. 1st eds.  
Carryl, Grim Tales Made Gay, 1st ed.  
Rhodes, Good Men and True, 1st ed.; Bransford in Arcadia, 1st ed.

**H. & W. B. Drew Co., Jacksonville, Fla.**

Commentary on the Holy Bible, A. Clark, good 2nd-hand copy preferred.

**E. P. Dutton & Co., 681 Fifth Ave., New York**  
Alfieri, Life of.

Bradford, The Art of Living Alone.  
Edwards, History of England.  
Froude, Jane Welsh Carlyle Letters.  
Cabriel Grub, separate set.  
Greene, Cape Cod Folks.  
Gaylord, Culm Rock; After Years.  
Grenfell, J., War Poems.  
Gregor, The Story of Bohemia.  
Guyot, School Geography.  
Gray, The Cockers Manual, New York.  
Griffith, Lover and Losses of Pierrot.  
Gay, Life Lines of Success.  
Garrison, One Hundred Love Lyrics.  
Gingerbread Man, illus. by Pogany.  
Hall, Rothamsted Experiments.  
Hardy, A Changed Man, London, 1913; Life's Little Ironies, 1894; Wessex Tales, 2 vols., 1888.  
Harper's Magazine, Oct., 1909.  
Hartmann, F., Cosmologu or Universal Science, etc., Boston, 1888.  
Hamsche, M. B., The Formative Period of English Letter Writers and Their Contribution to the English Essay.  
Harrison, Remarks on Colombia.  
Hegel's Ethics, trans. by Sterrett.  
Hewitt, Salmon Fishing.  
Hough, Emerson, The Lorrington.  
Haynes, Rowland & Matson, Community Recreation Program, 1920.  
Horton, In Argolis, 1902.

## BOOKS WANTED—Continued

## E. P. Dutton—Continued

Harbringer, Containing Crime and Education to the Editor of the Daily News, Feb. 4, 1826.  
 Hughes, Photo-Electricity, Camb. Physical Series.  
 Le Notre, Romance of French Revolution.  
 Long Night of Tail, an account of the Experience of Tabiti Sunday school.  
 Martin, The Golden Age of Prince Henry.  
 O'Brien, Great Modern English Stories.  
 Petrunkevitch, Freedom of the Will.  
 Paul, Life of Froude.  
 Fryor, Mother of George Washington.  
 Spy Unmasked.  
 Selous, African Nature Notes and Reminiscences.  
 Sharper, A. B., Freedom of the Will.  
 Slosson, Fated or Free.  
 Tyler, Religious Belief Bases, Historical and Ideal.  
 Wells, Outline of History, 4 vols., or 2-vol. ed.  
 Whedon, Freedom of the Will.

**Eau Claire Bk. & Sta. Co., Eau Claire, Wisc.**  
 Five sets, Crompton's Pictured Encyclopedia, must be new and in perfect condition.

**Edward Eberstadt, 25 W. 42nd St., New York**  
 California, Oregon, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

**Eglin's Bk. Store, 824 Superior Ave., N.E., Cleveland**  
 Rhodes, U. S. History, 8 vols.  
 U. S. Catalogue, 1912 to date.

**Engelke's Bk. Store, 855 N. Clark St., Chicago**  
 [Cash]

History of Finland.  
 Dictionary of Applied Chemistry.  
 Encyclopedia of Foods and Beverages, A. Ward.

**Nelson L. Finch, Broadalbin, N. Y.**  
 Republican National Convention, 1904, W. G. Os-goodby.  
 Beacon Lights of History, Lord.  
 Catalogue of Library of Samuel C. Lawrence.

**Forest & Stream, 221 W. 57th St., New York**  
 Ropes, Their Knots and Splices, Kunhardt, quote price prepaid.

**Fowler Bros., 747 S. Broadway, Los Angeles, Cal.**  
 Deeper Teachings of Plant Life, Macmillan.  
 Personality of Plants, Dixon.  
 Long, Sane Sex Life.

**Gainsborough Bke. Shoppe, 331 W. 58th St., N. Y.**  
 Baedeker, United States.

**Gammel's Bk. Store, Austin, Texas**  
 Anything on Texas.

**Gardenside B'kshop, 280 Dartmouth St., Boston 17**  
 Goodwin, Maud Wilder, A Colonial Cavalier.

**Leon Gelber, 336 Sutter St., San Francisco**  
 Douglas, South Wind, 1st ed.  
 Stephens, Crock of Gold, 1st ed.  
 History Texas Rangers.  
 Century Dictionary of Names.  
 Peter Dunne, Mr. Dooley, any titles.  
 Gobineau, Renaissance.  
 St. Beuve, Portraits Eighteenth Century.  
 Farere, Man Who Killed.

**Gimbel Bros., Bk. Dept., Philadelphia**  
 Immortality, Joseph Jefferson.  
 Lightning Conductor, A. C. & C. N. Williamson.  
 A Little Book of Old Time Verse, Gladys Sidney Crouch.

**Ginsburg's Bk. Shop, 1821 Pitkin Ave., B'klyn, N.Y.**  
 Holman, 600 Talking Points.  
 Hill, Life of Antonio Stradivare.  
 Julia Magruder, all books by.  
 Stannard, Colonial Virginia.  
 Scharff, History of Delaware.

**Gittman's Bk. Shop, 1225 Main St., Columbia, S. C.**  
 Calhoun's Works, set or odd vols.  
 Ravenel, Eliza Pinckney.  
 Hannah, Scotch-Irish in America.  
 Glasgow, History of the Covenanter Church in America.  
 McDonald, The Marquis of Lossie.

## Goodspeed's Bk. Shop, 5A Park St., Boston

Babson, J. J., Hist. of Gloucester, Mass., 1st ser.  
 Baring, M., Diminutive Drama.  
 Barton, A Young Man's Jesus.  
 Beerbohm, Max, Zuleika Dobson.  
 Boorman, Asphalts, Their Sources, etc., 1908 & 1914 eds.  
 Butler, C., Hist. of Groton, Mass., 1848.  
 Dryden, John, Works of, Scott-Saintsbury ed., Lond., '82.  
 Dyott, Silent Highways of the Jungle.  
 Gissing, G., Demos; Born in Exile; The Whirlpool.  
 Gosse, E., Father and Son.  
 Henty, The Young Frontierer; With Lee in Virginia.  
 Hezekiah's Wives.  
 Huisch, M. B., The American Pilgrims Way in England.  
 Margot (Shastel de Bainville).  
 North Am. Quarterly Magazine, vol. 6, no. 31, July, 1835.  
 Openshaw, M., The Loser Pays.  
 Peet, S. D., Aboriginal Religions in America.  
 Ravenel, H., Eliza Pinckney, Women of Col. & Revo. Times Series.  
 Van Vechten, C., Blind Bow Boy.  
 Ward, Mrs. H., Eleanor.  
 Williams, History of English Journalism.  
 Winter, Life & Art of Edwin Booth, small Temple.  
 Tucker, Commentaries on Blackstone.  
 Genealogies:  
 Arnold, Aylesworth Genealogy, '84.  
 Buell, 1881.  
 DeHaven Fam. by Ross, 1914.  
 Drake Fam. in America, 1845.  
 Goode, Virginia Cousins.  
 Goodhue Fam.  
 Halsey, 1895.  
 Hubbard Gen. by Day.  
 Mann Gen. by G. S. Mann.  
 Rogers, The Book of Wallace, Edinburgh, 1889.

## Gotham Bk Mart, 51 W. 47th St., New York

Corelli, Innocents.  
 Knoblauch, Kismet.  
 Stearn, Osii.

**Gramercy Bk. Shop, 122 E. 19th St., New York**  
 Men, Women and Manners in Colonial Times, S. G. Fisher.

**Grant's Bk. Shop, 127 Genesee St., Utica, N. Y.**  
 Inman, Old Santa Fe Trail.  
 Chestnut, Diary from Dixie.  
 Rath, E. J., Too Much Efficiency.

**Grimwood's, 24 N. Tejon St., Colorado Springs, Col.**  
 Beau Brummel, Fitch, Dodd, Mead.

**E. Hallenbeck, 751 State St., Schenectady, N. Y.**  
 Rawlinson, Story of the Fourth British Army in Its Battle of the Hundred Days.  
 Cobb, Gunmaker of Moscow.

**Hampel's Bk. Shop, 211 Wells St., Milwaukee, Wis.**  
 Room No. 3, A. K. Green.  
 Priest and the Acolyte, Wilde.  
 Janet March, Dell.  
 The Crucifixion by an Eye Witness.  
 The Grim Cathedral.

## Hart, 255 W. 112th St., New York

Harvard Classics, vols. 39, 42, 48, red.  
 Stamp Collections and Old Stamps on original envelopes.  
 New York City Maps, Books, Posters, Prints, Pamphlets and Broadsides.  
 Currier and Ives Prints.  
 Old Boat Prints, Models and Paintings.

## Harvard Coop. Socy., Cambridge, Mass.

7 Preble & Parker, Latin Writing, Ginn.



## BOOKS WANTED—Continued

Hazen's B'kstore, 238 Main St., Middletown, Conn.  
Stuart's Antiquities of Athens, Bohn Standard Lib., Bull & Sons.

R. A. Heiser, 1517 Olivewood, Cleveland, Ohio  
Modern Dances, Walker, Saul Bros., Chic.  
Modern Dancing, I & V, Sastle, 1914, Harper Bros.  
Learn at Home Book, Castle School, Newark, 1923.  
Anything on Social Dancing.

Walter M. Hill, 22 E. Washington St., Chicago  
Father Tom and the Pope.  
Directory of Altitudes in U. S., 4th ed.  
Historical Account of the Old State House of Penna., F. M. Etting, Phila., 1891.  
Virgil, First Six Books of Virgil's Aeneid, trans. Howland, 1881.  
Monnell, High Frequency Currents in Medicine and Dentistry.  
Catalogue of Library of Henry Probasco, Cin., 1873.  
Gould, Lafcadio Hearn.  
Old French Title Pages, Grabhorn Press.  
Hergesheimer, Gold and Iron, 1918, 1st ed.  
London, People of the Abyss; War of the Classes; Cruise of the Snark.  
Morley, Parnassus on Wheels; Where the Blue Begins.  
Tarkington, Carminia Princetonia.  
Norris, The Pit; The Surrender of Santiago.  
Village Press Books, F. W. Goudy.  
Watson Reeves, Hampsted Mystery; Mystery at Downs.  
Pomps of Satan.  
Perfume of Eros.  
The Gardens of Aphrodite.  
Truths About Tristram, Varick.  
A. Beardsley, Early Works and Late Works, 2 vols.  
Beardsley, A., Venus and Tannhauser.  
MacFall, Jezebell Pettyfer; In the House of Sorcerer.  
A Publisher's Confession, 1st ed.

Himebaugh & Browne, 471 Fifth Ave., New York  
Letters and Poems of Carmen Sylva, intro. by H. H. Harper, 2 vols., privately printed, Bibliophile Scy., 1920.

John L. Hitchcock, 1010 Powell St., San Francisco  
Hodge, Handbook American Indians North of Mexico.

Hochschild, Kohn & Co., Howard St., Baltimore  
Reynolds, Lonely Stronghold.  
Greek Lines, Van Brunt.

Paul B. Hoeber, Inc., 67 E. 59th St., New York  
Brouardel & Benham, Death and Sudden Death, 2nd ed.

Holliday B'kshop, 10 W. 47th St., New York  
Nesbit, E., Wings and the Child.  
Gleason & White, Ballads and Rondeaux.  
Frazer, J. G., Folk Lore in the Old Testament, vol. 1 only.  
Dickinson, G. L., The Letters of John Chinaman.  
Fennollosa, Letters.

Holmes Bk. Co., 152 Kearny St., San Francisco  
Maetzner's English Grammar, vol. 3.

John Howell, 328 Post St., San Francisco  
Hill of Trouble, A. C. Benson.  
Dr. Syntax Tours, Methuen Reprint, 3 vols., half leather.  
Vignettes of the Eigtheenth Century, Dobson, 3rd series, 1st ed.  
Pagan's Progress, G. Morris.  
Nietzsche, Works, good copies of Good ed.  
Dumas the Elder, complete works, large type, good paper, illus., sound binding.  
Arthur O'Shaughnessy, Poetry, 4 vols.

H. R. Hunting Co., Myrick Bldg., Springfield, Mass.  
Doyle, Return of Sherlock Holmes.  
Mason, Rose Hamilton.  
Hicks, Book on Quilts.  
Perry, Big Game.  
Stoddard's Lectures, vol. 11.

## H. R. Hunting—Continued

Brewer, World's Best Orations, 1924 ed., or any ed.  
Hunter, Decorative Furniture.  
Hutcheson, Spirit of the Garden.  
Landor, Explorer's Adv. in Thibet, 2.  
Lummis, Strange Corners of Our Country, 2.

Illinois Bk. Exch., 202 S. Clark St., Chicago  
Hime, Public Health Acts.  
Hurst, English Law relating to Smoke from Chimneys.

Internat'l Art & Science Bk. Co., 35 Nassau St., N.Y.  
Scientific Periodicals in sets or long runs.

International Press Clipping Service, 552 First Ave., Quebec, Can.

Syrian Shepherd's Psalm, illus. Guerin, 1911.

Geo. W. Jacobs & Co., 1628 Chestnut St., Phila.  
The Indian of To-day, G. B. Grinnell.  
Life of Sheldon Jackson, Stewart.  
The Grayman, S. R. Crockett.

Meredith Janvier, 14 W. Hamilton St., Baltimore  
James, Hy., Tragic Muse, Lond., 1st ed.  
James, Golden Bowl, Lond., 1st ed.  
France, A., Joan of Arc, Lond., 1st ed.

## The Jones Library, Inc., Amherst, Mass.

Catlin, With the Help of God and a Few Marines.  
Chambers, Royal Northwest Mounted Police.  
Drennan, Everblooming Roses.  
Dukes, My Secret Service Adventures.  
Eastman, Soul of the Indian and Old Indian Days.  
Maskell & Gregory, Old Country Inns of England.  
Mitchell, Wet Days at Edgewood.  
Moore, Red Eagle and White.  
Sparling, History of the Kelmscott Press.  
Wall, Dictionary of Photography.  
Wilkins, Evalina's Garden.

Kendrick-Bellamy Co., 16th St. at Stout, Denver  
Vasari's Lives of the Painters and Sculptors.  
Japanese Letters of Lafcadio Hearn, ed. by Eliz. Bisland.  
The Science of Learning in France.

Korner & Wood Co., 1512 Euclid Ave., Cleveland  
Mayne, Enchanters of Men.  
Times Midweek Pictorial, vol. 5, no. 24.

Kroch's Bookstore, 22 N. Michigan Blvd., Chicago  
Storied Windows, MacMillan.  
Professor Fisher, The Rate of Interest.  
Busch, Max and Maurice, 2.  
Secret of an Empress, Countess Zanardi-Landi.

Lamar & Barton, 1308 Commerce St., Dallas, Tex.  
Second-hand, McFadden's Encyclopedia of Physical Culture, good condition, 5 vols.

## Lamar &amp; Barton, Nashville, Tenn.

Vol. 1, or complete 3-vol. set of Ashbury's Journal.

Chas. E. Lauriat Co., 385 Washington St., Boston 3  
Roman Africa, Alexander Graham.  
The Great Eastern (S. S.), anything.  
Socrates' Apology, Goodwin, pub. Scribner.  
Josh Billings Almanac.  
Fortunate Isles, Mary Boyd.  
Bohn Library, Aeschylus, trans. Buckley; Aristophanes, trans. Hickie, 2 vols.  
Archaeological Records of the Sanhedran.  
Hope, Dolly Dialogues, illus.  
My Robin, Burnett, Stokes.  
Hezekiah's Wives, A. H. French.  
Pickwick Ladle, Moody, Scribner's.  
Oxenham, Hearts in Exile.  
Cuthbertson, Pansies, Violas and Violets.  
Laufer, Jade.  
2 copies, Masters of Men, Flora Steel.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.  
Life of Gen. Philip Schuyler, 1733-1804, Bayard Tuckerman, D., M. Co.

Leary, Stuart & Co., 9 S. 9th St., Philadelphia  
Hearst's New National ed. of Dickens' Works.

## BOOKS WANTED—Continued

**Lemcke & Buechner, 32 E. 20th St., New York**  
Automotive Industries, 1910-17 incl.  
Jackson's Orthodontia, Lipp., 1904.

**Little, Brown & Co., 34 Beacon St., Boston**  
Strathmore, Ouida, any ed.  
Buckley's Life and Her Children, pub. Appleton.

**S. D. Login, 253 S. 9th St., Philadelphia**  
Gen. Catalog of Med. Books in U. S.  
Deaver, Surg. Anatomy, vols. 2 or 3.

**Loring, Short & Harmon, 474 Congress St., Portland, Me.**

Letters to a Friend, John Muir.  
Story of Atlantis, E. W. Scott.  
By Subtle Fragrance Held, Fletcher.  
Hawthorne's Diary; Life and Letters of J. G. Whit-  
tier, Pickard.  
The Fortunate Isles, W. S. Boyd.

**McDevitt-Wilson's Inc., 30 Church St., New York**  
Henderson, Life of Stonewall Jackson, old ed.  
Huxley, Defeat of Youth.  
Edwards, Marken & Its People.  
Wilson, The Hypocrite.  
Colton, Lococ.

**Jos. McDonough Co., 174 State St., Albany, N. Y.**  
Frank's States of the War, N. Y., 1918.  
Dickinson's Documents, Etc., Relating to Peace  
Proposals, 1916-18-19.

**R. H. Macy, Bk. Dept., New York**  
My Opinions and Betsy Bobbitt's, M. Holley, pub.  
De Wolfe.  
Technical Treatise on the Mfg. of Starch Glucos,  
Starch Sugar, and Dextrine, Van Wagner, Franco  
& Summer, pub. Laird.

**Jordan Marsh Co., Boston**  
Old Bottles and Flasks, Van Rensaleer.  
**Med. Stand. Bk. Co., 301 N. Charles St., Baltimore**  
History of the Shriver Family, Guggenheim, Weil  
Co., 1888, by Samuel S. Shriver.

**The Missouri Store Co., Inc., Columbia, Mo.**  
Fairchild, A. H. R., Making of Poetry.  
**Edwin V. Mitchell, 27 Lewis St., Hartford, Conn.**  
Life of Austin Phelps, Ward.  
Florian, George Sand.  
Old Court Life in France, Elliott.  
Ingersoll's Works, Dresden ed., 13 vols.  
Good Ship York; Little Sweetheart, Clark Russell.  
White Horse and Red Haired Girl, Gambier.  
Life Contingencies, Spurgeon.  
Maid at Arms, Chambers.

**Neighborhood Bk. Shops, 922 Madison Ave., N. Y.**  
Huneker, Painted Veils.  
Horace, Odes and Secular Hymn, trans. Warren H.  
Cudworth, Knopf.

**Newbegin's, 358 Post St., San Francisco, Cal.**  
California Books, Pamphlets, and old Pictures  
wanted; any and all items; cash with orders;  
also want early Voyages to the Pacific Coast, and  
narratives.

**Norman, Remington Co., Charles St., Baltimore, Md.**  
Doyle, Lost World.  
Cupid on Parnassus.  
Wilde, Messages from Other Side.  
Blackwood, Promise of Air.  
Wilde, Works, 5 vols., lea., new.  
Robins, For Art's Sake.  
Hugo, Dramas, vol. 1.  
Life, Corres. & Speeches of Patrick Henry, 3 vols.  
Sichel, Renaissance.  
Kipling & Fletcher, Hist. of England.  
Hatton, Design, 1902, not rev. ed.  
Adams, Lee at Appomattox.  
Birmingham, The Lost Tribes.  
Vol. of Oxford & Cambridge Conferences, 1st ser.  
by Rickaby containing Essay Final Realization.  
Century Dicty. of Names.

## Norman, Remington Co.—Continued

Spinoza, Short Treatise on God, Man & Human  
Welfare.  
Fullerton, Gazeteers.  
Little Flowers of St. Francis, lea. Tem. Clas.  
Shukburgh, Polybius.  
Stern, Sentimental Journey, ill. by Leloir, Bouton.  
Inman, Olde Santa Fe Trail.  
Hay, Oppressed English.  
Hewlett, Earthwork Out of Tuscany, Scrib.  
Cox, Classic Point of View, Scrib.  
Moore, Sentimental Song Book, Platt & Nourse.  
Crcce, Aesthetic Trans. by Bosanquet.  
Margaret Fuller Ossoli, Amer. Men of Letters, vol.  
II.  
Christopher Marshall's Diary, Joel Munsell.  
Ancient Hunters & Their Modern Representatives,  
Sollas.  
Nave's Topical Bible.  
Disraeli's Life of Lord George Bentinck.  
Hoffman, Children's Shakespeare.

**Normandie Book Co., Morristown, N. J.**  
First eds. of Famous Novels, and any titles by  
Cabell, Kipling, Stephenson, Conrad, Hardy.  
**H. Y. Otto Bookstore, Market Sq., Williamsport, Pa.**  
Spanish Settlements Within Limits of U. S.  
Pioneer Spaniards in N. America.  
American Men of Science, Cattell.

**T. H. Payne Co., Chattanooga, Tenn.**  
War Time Journal of the Georgia Girl, Andrews.  
**Peabody Shop, 4 E. Center St., Baltimore, Md.**  
North Carolina, early items, except Sessions Laws.  
**Paul Pearlman, 1711 G St., N.W., Washington, D. C.**  
Arlen, London Venture; The Romantic Lady.  
**Pearlman's Bk. Shop, 933 G St., N.W., Wash., D.C.**  
Kritzer, Textbook of Iridiagnosis.  
Gibbs, The Bolted Door.  
Adams, Colonial Families of America.  
Rives, Shadows of Flame; World's End.  
Nietzsche, Gospel of the Superman.  
Diver, Maud, Capt. Desmond, John Lane ed., orig.  
red binding, a novel.

**Unify Pegues, 6520 Hollywood Blvd., Hollywood, Cal.**  
Latham, Gardens of Italy; In English Homes.  
Schultze, Race or Mongrel.  
Hichens, Woman With the Fan.  
Knobloch, My Lady's Dress.

**Penguin Bk. Shop, 39 W. 8th St., New York**  
Harper, 1900, Biographical ed.: Sketch Books; Christ-  
mas Books; Miscellanies; Henry Esmond, by  
Thackeray.  
Floor Plays, H. G. Wells.

**Pettibone-McLean Co., 73 E. State St., Columbus, O.**  
The Bride's Hero, Alice M. Williamson.

**The Pilgrim Press, 14 Beacon St., Boston**  
J. A. Thomson, The Wonder of Life, pub. Holt.  
Donehoo, Apocrypha and Legendary Life of Christ.

**Wm. V. Pippen, 605 N. Eutaw St., Baltimore, Md.**  
Flammerion, Astronomy.  
Ball, Story of the Heavens.  
Green, A. K., Filigree Ball; The Woman in the  
Alcove.  
Hanson, Old Kent.  
Scharf, History of Maryland.

**Chas. T. Powner Co., 177 W. Madison St., Chicago**  
Family, Town, County and State Histories; also  
States.

**The Presbyterian Bk. Store, 156 Fifth Ave., N. Y.**  
Plutarch On the Delay of the Deity in Punishing  
the Wicked, Peabody.

**Presbyterian Bk. Store, 914 Pine St., St. Louis, Mo.**  
Daniel Webster the Expounder of the Constitution,  
Wheeler.

**Putnams, 2 W. 45th St., New York**  
American Mineralogist Mineralogical Magazine, Jan.,  
1921, to April, 1924, inclusive.



## BOOKS WANTED—Continued

## Putnams—Continued

Belloc, Bayeux Tapestry.  
 Beebe, Jungle Peace, 1st ed.  
 Bridges, Criticism of Life.  
 Burgess, Vivette.  
 Field Artillery Officers' Training Camp.  
 Flower, Osteology.  
 Ford, A Few Remarks.  
 Godwin, Goethe's Autobiography, 1847.  
 Hanna's Scotch-Irish.  
 Homer, Blackie's Trans., 4 vols.  
 Housman, English Woman's Love Letters.  
 Irving, Life of Washington, Centennial ed.  
 Longfellow, Michael Angelo, illus.  
 Lowell, Mars.  
 Marden, Travels in Spain.  
 Mosso, Fear, several copies.  
 Murray, Adventures in the Wilderness.  
 Osborne, Wild Justice.  
 Reid, Mohawk Valley.  
 Sterne, Sentimental Journey.  
 Talbot, Railroad Transition Spiral.  
 Van Rensselaer, Newport.  
 Walden, Thoreau, illus. in Sepia.  
 Wyllarde, Story of Eden.

## Rare Bk. Co., 99 Nassau St., New York

Book of Seveti, Elias Alexander, London, 1771.  
 Onomasticon of Puncilious Words and Comely  
 Phrases, D. W. Alexander, Boston, 1820.  
 Books, Portraits, Autographs, Newspapers, Clip-  
 pings, Bookplates, etc., of the Alexander Family  
 in England, Scotland, United States and Canada.  
 Important Aaron Burr Letters.  
 Any books and Trials of Aaron Burr.  
 Christian Science Books and Pamphlets.

## The Rare Bk. Shop, 723 17th St., Washington, D.C.

Ford, Life of Washington.  
 Kelly, Medical Gynecology, 1913 or later ed.  
 Post, Camping Out.  
 Buell, Life on the Plains; Life of Wild Bill;  
 Legends of the Ozarks.  
 Marshall, Story of the Rough Riders.  
 Hough, The Story of the Outlaw, 1st ed., Story of  
 the Cowboy, 1st ed.; The Covered Wagon, 1st ed.  
 McCorkill, Three Years with Quantrill.  
 Houghton, Expedition of the Doner Party.  
 Conrad, H. L., Uncle Dick Wooten.  
 Rosen, Pa-ha-sa-pah.  
 Twain, Life on the Miss., 1st ed.; Innocents  
 Abroad, 1st ed.  
 Rivers and Streams of England.  
 Shakespeare, 40 vols., quarto, boards.  
 Life of Cardinal Mazarin.  
 Lecky's History of England.  
 Wendover, Chronicles, Bohn Lib.  
 Old English Chronicles, Bohn Lib.  
 Shackleton, The Quest of the Colonials.  
 Burton, Pilgrimage to Madinah and Meccah, 2 vols.,  
 12mo ed.  
 La Fontaine's Fables, fine illus. ed.  
 Wit and Humor of America, ed. by Kate Milner  
 Rabb, 5 vols.

## Reznick, Menschel &amp; Co., 40 Canal St., New York

Jewish Encyclopedia, complete or single vols.  
 Bible Commentaries, Novick.  
 Bible Commentaries, Kittel.  
 Wit and Humor, Friedlander.  
 Israel in Europe.  
 Jewish Life in Middle Ages.

## C. V. Ritter, 17 N. Wabash Ave., Chicago

Sutherland, Origin and Growth of Moral Instinct.

## E. R. Robinson, 419 River St., Troy, N. Y.

Anslem, P., & Deforney, Maison Royale de France,  
 in English.  
 Bicentenary Reunion of the Descendants of Louis  
 Dubois, 1876.  
 Bicentenary Reunion of the Descendants of Louis  
 Dubois, compiled by G. W. Dubois.  
 Clausewitz, On War, 3 vols.  
 Coolidge, U. S. as a World Power.  
 Cossa, Taxation, Principles and Methods, trans. by  
 White.  
 Cohn, Science of Finance, trans. by Vehlen.

## E. R. Robinson—Continued

Dubois, R. P. & W. E., Record of the Family of  
 Dubois.  
 Eltinge, Psychology of War.  
 Foster, Organization.  
 Green, H., Shakespeare and the Emblem Writers,  
 London, 1870.  
 History of Gen. Lachlan McIntosh (Revolutionary  
 and Indian Wars).  
 Hocking, Morale and Its Enemies.  
 McGuffey's Readers, set, original issue.  
 Mahan, Naval Strategy Lectures.  
 Mosher, T. B., Bibelot, any vols.  
 Palgrave, F., Rise and Progress of the English  
 Commonwealth.  
 Rackham Illustrations: Sleeping Beauty; Cinder-  
 ella; Allie's Fairy Book; Alice in Wonderland;  
 Aesop's Fables; Christmas Carol; Springtide of  
 Life; Rip Van Winkle; Book of Pictures; Ingolds-  
 by Legends; Midsummer Night's Dream.  
 Royce, The Philosophy of Loyalty.  
 Robinson & West, The Foreign Policy of Woodrow  
 Wilson.  
 Stubbs, Wm., Constitutional History of England.  
 Summer, W. G., The Financier and Finances of the  
 American Revolution.  
 Taussig, Wags and Capital.  
 Wells, Theory and Practice of Taxation.  
 Wilkinson, S., The Great Alternative.  
 Daniels, Elements of Public Finance.

## Rosenthal's Arcade B'kshop, Cincinnati, Ohio

Book of Knowledge, vol. 5 only.  
 Harvard Classics, vol. 17 only.

## St. Paul Bk. &amp; Sta. Co., 55 E. 6th St., St. Paul

Europe Revised, Irvin Cobb.  
 Clark, The Cripple of Nuremberg.  
 Barb, McNally.  
 Biography of Field Marshall Duke of Wellington,  
 Charles MacFarlane.

The Sather Gate Bk. Shop, 2235 Telegraph Ave.,  
Berkeley, Calif.

Badminton Library, Archery, Sports and Pastimes.  
 Ford, Theory and Practice of Archery, pub. Long-  
 mans, Green.  
 Dudley & Keller, Athletic Games for Women, pub.  
 Henry Holt.  
 Crowther & Ruhl, Rowing and Track Athletics,  
 pub. Macmillan.  
 Suffolk, Encyclopedia of Sports, vol. 4, pub. Lipp.  
 White, Complete Hockey Player.

## Schmalzried Bk. Shop, 911 Main St., Dallas, Tex.

Perkins Tables, Lyman Perkins.  
 Pattie's Narrative.  
 Diary of a 49-er, C. R. Canfield.  
 Aaron Burr Conspiracy, W. F. McCaleb.  
 History of Staunton, Va.  
 Letters of a Painter, Ostwald.  
 Net Worth and the Balance Sheet, Herbert B.  
 Stockwell.  
 Law of Laws, S. P. Wait.  
 Circuit Rider's Widow, Corra Harris.  
 Locke's Common Place Books of the Bible.  
 Wild Scenes on the Frontier, Emerson Bennett.  
 Principals of Harmony and Contrast of Colors and  
 Their Application to the Arts.

Schulte's Book Store, 80 Fourth Ave., New York  
The Double Life, Lercux, Gaston.

## O. Schwartz, 40 Third Ave., New York

Wolfville, A. H. Lewis, 1st ed. only, illus. Reming-  
 ton.

## Scrantom's, Inc., Rochester, N. Y.

Book of the Damned, Fort.  
 History of English Literature, Minto.  
 Shoecraft, E. W. Burt.

## Chas. Scribner's Sons, 5th Ave. at 48th St., N. Y.

Brown, H. F., Life on the Lagoons, Rivington.  
 Froude, J. A., Two Chiefs of Dunboy.  
 Greene, F. N., The Right of the Strongest, Scrib.  
 Johnston, H. P., Battle of Harlem Heights, Mac-  
 millan, 1897.  
 Lossing, B. J., Hudson River.  
 Meredith, Rock Gardens and How to Make Them.

## BOOKS WANTED—Continued

## Scribner's—Continued

Partridge, W. O., Nathan Hale, Funk & Wagnalls, 1902.  
 Platt, C. A., Italian Gardens, Harper.  
 Whymper, E., Ascent of the Matterhorn, 1880.

Charles Sessler, 1314 Walnut St., Philadelphia  
 King Hunger, Andreyoff, pub. Badger.  
 Police Dogs in Word and Picture.  
 Des Cartes, Princess Palatina.  
 Crome Yellow, 1st ed.  
 Joan D'Arc, Mark Twain, 1st ed.  
 The Devil, Adrian Schade Van Westrum.

## Sherwood's, 24 Beekman St., New York

Life Building Method of the Ralston Health Club.  
 Kirk, Patrick, Course Philosophy of Education.  
 Code of Mountain, Neville Buck.

## Sibley-Lindsay &amp; Curr Co., Dept. BB, Rochester, N. Y.

Darling, Hand Book of Wild and Cultivated Flowering Plants.  
 History for Ready Reference, good 2nd-hand set or new set, cloth, pub. Nichols, Springfield, Mass.

## S. D. Siler, 1000 Canal St., New Orleans, La. ..

Otis, Hearts and Trumps.  
 Phillip Hone's Diary.  
 McConaughy, Madam X.

## V. F. Simon, 719 Oakton St., Evanston, Ill.

Old Hand-worked Book Marks.  
 Old Hand-worked Samplers.  
 Old Stamp Collections.  
 Books on Glass and Ceramics.

## Clarence W. Smith, 113 East Ave., Rochester, N.Y.

Dr. Syntax's Tours, any ed.  
 The Way Home, Basil King.

## Smith &amp; McCance, 5 Ashburton Pl., Boston

Organon of Medicine, Hahnemann, trans. Wesselhoeft.  
 Life and Letters of Hahnemann, Bradford.  
 Vital Records of Hopkinton, Mass.  
 History of Hopkinton, E. Nason.  
 Architectural Review, London, April, 1914.

## W. K. Stewart Co., 425 S. 4th St., Louisville, Ky.

Deep End, a novel.

## Fred'k A. Stokes Co., 443 Fourth Ave., New York

History of the Indian Nationalist Movement, Sir Virney Lovett, pub. Stokes.

## H. S. Stratford Co., 323 S. Spring St., Los Angeles

Samuel Johnson's Dictionary.

## E. H. Stück, 312 Washington Ave., Scranton, Pa.

Life Francis Slocum, Marthha Bennett Phelps.

## Sunwise Turn, 51 E. 44th St., New York

Shelley, Inns and Taverns of Old London.  
 Traill, Social England, Putnam, 1912.  
 Pennell, Venice, the City by the Sea.  
 Huneke, Painted Veils.  
 Rhodes, Good Men and True.

## Syracuse Univ. Bk. Store, 303 University Pl., Syracuse, N. Y.

Bachelle, Eben Holden.

## Thoms &amp; Eron, 43 Barclay St., New York

Life of John Singleton Copely.  
 Thackeray, Kensington Edition, vols. 1 and 18, green cloth.  
 Bush, Applied Psychology, 4 vols.  
 Capeceaturo, Life of St. Philip Neri.  
 Kemble, Saxons in England.  
 Palgrave, History of English Commonwealth.  
 Milman, History of Latin Christianity, good ed.  
 Arnold, History of Rome.  
 Thirlwall, History of Greece.

## L. M. Thompson, 24 Stone St., New York

English Notes, Boston Daily Mail Office, 1842; this was a Yankee Nation Extra, pub. in connection with the periodical, The Yankee Nation.

## L. M. Thompson—Continued

Hamlet, Tonsen, London, 1734.  
 As You Like It, Tonsen, London, 1734.

## Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

The Life of the Ant, pub. by Harpers.  
 Hidden Children; Reckoning, Chambers.  
 We of The Never Never, Gunn.  
 Chapters From Childhood, Juliet Saskice.

## University Society, 44 E. 23d St., New York

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 Crace, History of Paper Hangings.  
 Northend, Mary, Colonial Homes, Boston, 1912.  
 Good Furniture, vols. 15 and 16.  
 House Beautiful, 1914, 1915-16, 1921.  
 International Studio, vol. 25.  
 Sanborn, Kate, Old Time Wall Paper, New York, 1905.  
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 Foedera Tom XIX., London, 1732.



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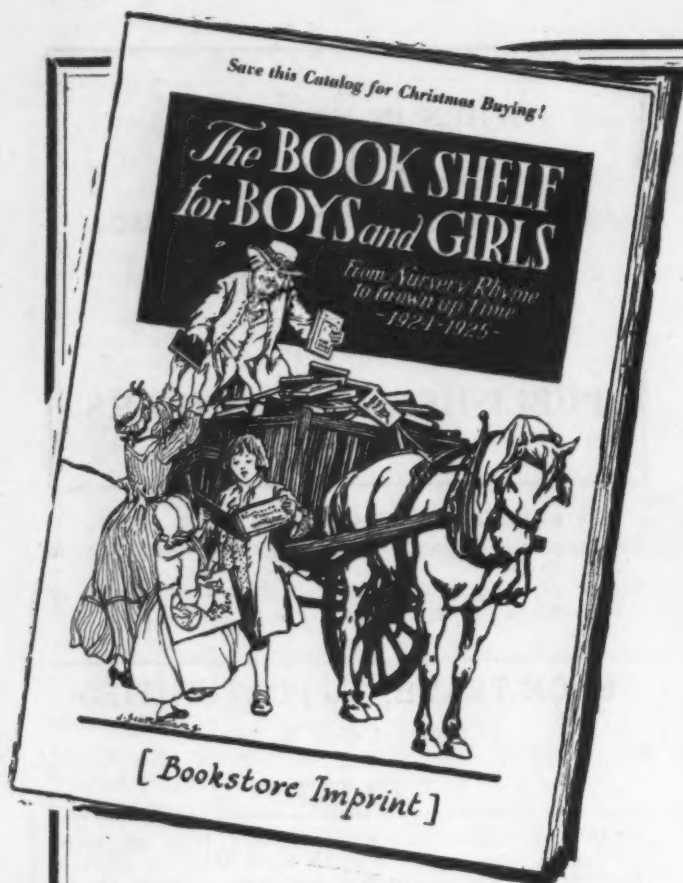
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